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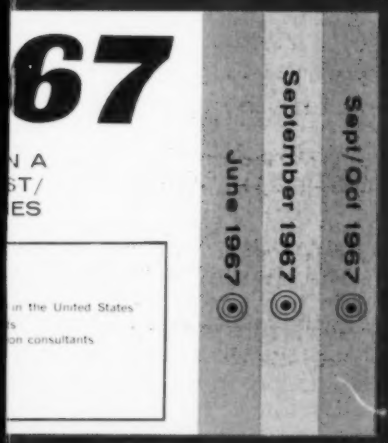

Capitalize on the

EXPLOSIVE GROWTH

of MEXICO'S FOOD INDUSTRIES

Reap the Rewards of Last Year's

SMASHING SUCCESS

in the Mexican Market for Packaging Machinery

International Trade Winds

Company News

CHEMICALS—Badger, N.V., The Hague, and Badger, G.m.b.H., Frankfurt, both subsidiaries of Badger Co., Inc., Cambridge, Mass. have completed construction of an ethylene dichloride plant near Cologne. The new installation, which uses the oxyhydrochlorination process developed by B. F. Goodrich Chemical Co., will be operated by Dynamit Nobel, A.G.

PETROLEUM—Amax Petroleum Corp., a subsidiary of American Metal Climax, Inc., has joined with six British and U.S. firms to form a new gas and oil exploration group which will operate in the United Kingdom area of the North Sea. The consortium will be known as the Burmah-Humber Group, and will conduct exploration in a 700 square mile area off the coast of Lincolnshire and Yorkshire.

COMMUNICATIONS—ITT World Communications, Inc., a subsidiary of International Telephone and Telegraph Corp., has opened a new communications center in Santiago, Chile. The new building, located in Santiago's business district, will house the company's communications, administrative, and commercial operations for Chile.

TOBACCO—Philip Morris, Inc., has signed an agreement with Northern Nigeria Investments, Ltd., and the United Africa Co., Ltd., making Philip Morris a substantial shareholder in Kwara Tobacco Co. of Ilorin, Nigeria. The U.S. firm will contribute capital and industrial expertise to the Nigerian company. The investment is the first for Philip Morris in Africa, although the company manufactures or markets its products in 151 countries and territories throughout the world.

PAPER—The Mead Corp., Dayton, Ohio, and Billeruds, A.B., Seaffle, Sweden, have acquired substantial holdings in the Altonaer Wellpappenfabrik, G.m.b.H., of Hamburg, Germany. The three firms will share the advantages of their research results and technical experience in the production of high-quality corrugated cardboard.

Newsletter

Case histories based on company selling strategies that won six "E" Awards are included in a new "How to Sell Overseas" manual on exporting that grew out of a workshop series last spring at Western Reserve University in Cleveland. Copies of the 269-page manual, written by 14 experts and edited by Brian C. Switzer, are available at $8.50 each from Bureau of Business Research, Western Reserve University, Cleveland, O. 44106.

Exhibits of all kinds will now move by reduced air freight rates to Commercial Exhibitions in the Far East. Reductions in air freight rates of up to 33% were introduced last month by Northwest Orient Airlines to Bangkok and Tokyo. New rates apply to products and exhibits shipped to United States Commercial Exhibitions that will be held in these cities. Cost reductions will permit more exhibitors to take advantage of the speed of air freight.

Cooperative timing with national trade fairs in the same area. Briefings on local business practices by the American Chamber of Commerce. Regular news coverage on network TV. Special newspaper supplements. Trade association publicity. These are among the "extras" that the six overseas U.S. Trade Centers offer exhibiting firms. Such special services were described fully in a feature article in our April 24 issue.

A cigarette-making machine by AMF was an attraction at a Department of Commerce trade fair in Baghdad, Iraq. Afterward, AMF sold it to the Iraq Tobacco Co., which has kept it in full operation. Recently the Iraq Tobacco Monopoly awarded AMF a $1,260,000 contract to supply machinery and erect a plant by May 1968 at Sulaimaniya, Iraq.

Readership of the Marketing Information Guide has gone up 40% in the past 15 months. It's an indication that this annotated bibliography of current governmental and non-governmental materials pertaining to foreign or domestic marketing is hitting its targets. The Guide, published by Commerce Department's Business and Defense Services Administration, is available at $2 per year from Commerce Field Offices or Supt. of Documents, U.S. Govt. Printing Office, Washington, D.C. 20402.

NOTICE: This information is offered to preview or provide informally brief and varied comment on Bureau of International Commerce worldwide export and investment promotions. It is not final and does not substitute for the detailed know-how and analysis in our regular news columns.

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Expressions herein from private sources are meant to stimulate thought toward the solution of problems confronting the international businessman and to provide constructive suggestions, but they are personal opinions. Contents of this publication are not copyrighted unless so indicated. Noncopyrighted materials may be reprinted freely. Mention of source will be appreciated. Use of funds for printing this publication approved by the Director of the Bureau of the Budget on June 17, 1966.

the cover

When one of the announcement folders shown on the cover reaches the desk of a sales or marketing manager, he knows that a place is waiting for his company's products in a Commerce-sponsored trade show somewhere in the world. The announcements are sent from Commerce to pinpointed lists, in good time for company planning, and contain key marketing indicators that can point the way toward decisions to participate. A general announcement of all upcoming Commerce overseas exhibitions is carried in this magazine, the first issue of each month.

May 8, 1967

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MINNESOTA EXPORT VIEWPOINT

Valley heard from its top

Mississippi World Trade conferees discussed food, containers, East-West contacts

By CLARENCE M. ZENS
Managing Editor

Minnesota's exporters blended their brisk drive with the relaxed, experienced pace of New Orleans at last month's 22nd Mississippi Valley World Trade Conference.

GOVERNOR OF LOUISIANA John J. McKeithen welcomed the 300 delegates for the host state.

EAST-WEST TRADE EXPANSION was backed by H. Robert Diercks of Cargill, Inc., Minneapolis. Tractor maker William Foss (below) of Minneapolis-Moline discussed U.S. vs. foreign production

The conference's honor state visitors from the top of the valley were taken to the Plimsoll Club 30 stories up in the new riverside International Trade Mart and given an eye-popping view of the water traffic flowing in and out of the New Orleans crescent.

In turn, the Minnesotans helped their neighbors focus on the valley's current trade problems and opportunities:

► The challenge of food exports in a hungry world.

► The meshing of U.S. international business objectives with those of the whole nation; reciprocally, the extent of assistance by U.S. Government to business aims.

► The matter of U.S. trade with the Eastern bloc, how much and how.

► The arrival of the container age in shipping.

► Company policies in trade and investment as related to the U.S. balance of payments situation.

Gov. Harold LeVander of Minnesota was among the delegates who called attention to food exporting needs. He spoke of "tremendous hunger pains which plow many of our fields," and said "the Mississippi trade states are in special demand. This area is the breadbasket of the world, and the world looks to all of us . . . world food production this year is exactly the same as last year, but there are 65 million more mouths to feed. We have an opportunity to help."

This opportunity extends not only to the export of food from the valley, but to the export of the know-how and capital that have made the valley so successful, said Herbert Salzman of the U.S. Agency for International Development. He called for new initiatives in private investment from the U.S. in food-producing and other standard-of-living enterprises in the developing nations.

Just as government looked to business for cooperation at the conference, business addressed itself to government. A forceful spokesman was president John E. Carroll of American Hoist & Derrick Co., St. Paul, who appealed for liberalization of tax regulations and tax interpretations for exporters and for firmer Federal support of the U.S. merchant marine. He made this plea the substance of his acceptance address as he received the 1967 World Trade Conference Award.

On trading with Eastern Europe, the conference heard a resounding "yes" from an executive of a major grain trading company. He listed the commercial advantages, and added other plusses: the penetration that comes from dependence for parts, service and advice; important information to be gained about the other economies; the chance to show American skills and prowess; the providing of trade alternatives to Eastern nations so they can pursue more independent aims.

The 8-by-8-by-20 shape of the future in shipping—containerization—was de-

1967 WORLD TRADE CONFERENCE AWARD winner was John E. Carroll, REEC leader and president of American Hoist & Derrick Co., St. Paul (this and other conference photos by Steve Brown).

scribed to the conference in a series of carefully selected images thrown on a Roosevelt Hotel screen by Maitland Pennington of the U.S. Maritime Administration. His pictures were of various kinds of containers, equipment for handling and moving them, designs for ports and terminals, charts of routes and of system integrations, presentations of new and simplified documentation. Massive use of containerization is close at hand, Pennington said to an attentive audience, and "its applications and problems are equally unlimited."

Officials of manufacturing firms repeatedly emphasized the contributions that their overseas affiliates make to the U.S. balance of payments positions, both in return on original investment and in stimulating exports from the U.S.-based parent company. This was the major point made by Eugene F. Kindler of 3-M Co. It was also mentioned by William F. Foss of White Motors' Minneapolis-Moline division and B. A. TePaske of J. I. Case Co.

Paul E. Pauly, director of Commerce Department's Office of International Trade Promotion, described the planning of Commerce's overseas trade shows. He said that Commerce exhibition specialists are faced with the same requirements as company marketers, to make an early and accurate assessment of the demand for U.S. goods, to find out what to sell and where to sell it.

East-West issue

It was H. Robert Diercks, executive vice president of Cargill, Inc., who posed the East-West trade issue to the conference, in the following terms:

"Among other unsolved questions for those concerned with world trade is a national policy on commerce with Eastern Europe. Progress toward increasing East-West trade seems to stumble on one fundamental problem: that public opinion in this country supports two completely different approaches to Eastern Europe. Expanded trade is essential to one view and unthinkable in the other.

"The view that rejects East-West trade sees the solution of our problems in isolating Eastern Europe from the rest of the world, both politically and economically. Proponents of this view believe that militant enforcement of this policy will, in time, provoke an internal rebellion that will bring down the present structure of political power. This group is well represented in the U.S. House of Representatives.

"The other view—which tends to support expanded East-West trade—is that hope for internal collapse of the political system is wishful thinking, that the assumption of dissatisfaction within existing regimes has little basis in fact, and that our best hope lies in exploiting differences between nations of the eastern bloc through peaceful evolution. This, they say, can be encouraged by offering members of the bloc outside trading alternatives.

"People who support this view note that any other policy is doomed to failure if only because we can't control the trade of our allies with Eastern Europe. Our attempts to do so have created deep and dangerous disagreements within the western alliance.

"This latter view is the prevailing Administration view. Unfortunately, our present policy toward East-West trade reflects a confusing coexistance of the two conflicting positions.

"On the one hand President Johnson calls for building economic bridges for a peaceful engagement with the countries of Eastern Europe, the Administration eases export controls on hundreds of items, the Secretary of Commerce asks the U.S. to emulate the countries of Western Europe in separating trade and politics, and the State Department suggests that the western world make a joint effort to expand economic ties with Eastern Europe."

But this view, Diercks continued, runs into determined opposition in many quarters in Congress. He went on:

"Meanwhile, there is business to be done—profitable, non-strategic business that will go to others if not to us. Indeed, it is being done by others. Between one quarter and one third of the Eastern European countries' foreign trade is done with the West. In 1966 their trade with the free world amounted to $6 billion. Of this, the U.S. share amounted to only $200 million. Germany's exports to Eastern Europe are six times ours; France and Canada each sell more than twice as much as we do; even Japan sells more than the U.S.

"In the field of agriculture alone, those economically expanding countries represent important potential markets for —in addition to wheat for food—feed grains for growing poultry and livestock industries, soybeans and protein meals, poultry breeding stock, complete hatcheries and broiler processing plants, feed mills, seeds, farm machinery, fertilizers and plants for making fertilizers and farm chemicals, plants for processing fruits and vegetables, and many other

MINNESOTA GOVERNOR Harold LeVander (above), Dean Paul V. Grambsch of U. of Minn. Bus. Admin. School (below), represented state.

BILLION DOLLAR YEARLY SALES of 3-M Co. were 30% overseas, reported Eugene Kindler (below).

GOOD CREDIT JUDGMENT is St. Paul banker John F. Nash's guide, for risks at home or overseas.

goods and services in which the United States leads the world.

"But to realize these opportunities requires a national policy to encourage trading—two-way trading.

"The drawback in failing to trade with Eastern European countries is much more than simply commercial loss. There is the political advantage to be had from penetrating their economic systems. The customer comes to depend on the supplier for subsequent supplies, parts, service and advice. It provides valuable information about another nation's economy. Such penetration also provides an unimpeachable display of American skills and prowess which average citizens would not ordinarily see.

"An additional advantage of economic penetration is that we provide those countries an alternative to contact and union exclusively among themselves. The result is latitude in which to pursue their own independent objectives within accepted standards of international decency. The validity of this argument grows more apparent with each day's news stories from Eastern Europe."

Charles S. Besterman of the Mississippi Marketing Council, reporting on his state's recent industry-organized, government assisted trade mission to Brazil, Chile, Peru and Colombia, explained why Mississippi was successful in this promotion:

- "First, our state's progress towards industrialization and diversification closely parallels that of Latin America. They are progressing as we did from generally one crop agricultural economies to industrialization. It follows, therefore, that we have recently been over the same ground, solved many of the same problems, and have developed now proven methods and machinery to solve theirs.
- "Second, our businesses are usually small. This provides the speed of decision making, lack of red tape and flexibility of manufacture which enables our people to tailor products to specific needs which larger companies are unwilling to do, unable to do, or too slow to do to beat competition.
- "Third, our businessmen, in common with Latin American businessmen, maintain the personal touch, warmth and sensitivity to local problems in business relationships which very few massive corporations have been able to master, and which has led to rather substantial financial fiascos in Latin America.
- "Finally, although we admittedly are late comers to the market we seem to seek out dollar pockets and explore potential in depth even in areas where the ivory tower economists tell us there is little chance."

LOUISIANA-MISSISSIPPI REEC MEETING, first outside New Orleans, included tour of Sanderson Farms in Laurel, Miss. Above, viewing "Miss Goldy" frying chicken produced and exported by the Farms are (l. to r.) Harry S. Kelly, REEC chairman; George Diedrich, Jr., luncheon speaker; Sneed McInvale of Masonite Corp.; George Stevens, Miss. Marketing Council; and Joe Frank Sanderson, vice president of Sanderson Farms. The group also visited Masonite Corp., in Laurel, to see new livestock feed products. Later, a "Miss Goldy" exhibit at The International Trade Mart, New Orleans, was viewed by Mississippi Valley World Trade Conference delegates touring a State of Mississippi exhibition center there.

Herbert Salzman of AID, in the feature address at the conference banquet, emphasized the current aim "to get government, both the U.S. Government and the local governments, out of any part of the development job that can be done by private institutions, both profit and nonprofit, to do the maximum through private organizations and private funds, and to use the minimum amount of U.S. Government funds and the minimum number of direct-hire U.S. Government people—to get the job done outside the Government bureaucracy—outside our Government bureaucracy and outside the bureaucracy of any other government.

"In his Foreign Aid Message to Congress this February, the President announced the creation within AID of an Office for Private Resources, which I head—to provide a central point of contact with profit and nonprofit organizations. Its job is to administer AID's private investment incentive programs and to develop new ways and means of broadening and deepening the participation of nonprofit groups.

"Within the Office of Private Resources, we are establishing a Private Investment Center to make it possible for the U.S. investor to obtain, in one place, the whole range of AID assistance, to provide a one-stop service for the investor. We hope to use a project-manager, account-executive, approach so that Company X would know that Mr. Y of AID is responsible for all AID dealings in regard to information, investment surveys, guaranties, loans and all other matters related to all the company's investments in developing countries.

"We will try to encourage relationships of confidence, that will bring about candid and free interchange of views on the business we want to do together. We expect to staff the Center with people who are competent, and willing to take responsibility for action—with people who make prompt and early judgments, so the investor will always know where he stands on any particular deal, and most importantly, know it early and in time to do him some good.

"It is clear to us in AID that public resources—both human and financial—are not, and never will be, sufficient to meet the needs of the developing countries in their search, which is so closely related to our own search, for peace, progress and prosperity."

FROM MINNEAPOLIS

First U.S.-sponsored mission to Soviet Union seeks trade in Eastern European markets

Manufacturers of a variety of U.S. equipment are exploring opportunities in Moscow, Warsaw, Bucharest, Belgrade, Sofia

The first U.S.-sponsored trade mission to the U.S.S.R. is in Eastern Europe looking for business.

The group, which took off May 1 for Moscow, was scheduled to go on to Warsaw, Poland, May 7-10; Bucharest, Rumania, May 11-15, and Belgrade, Yugoslavia, May 16-20. The group also expects to visit Sofia, Bulgaria.

Organized by the Greater Minneapolis Chamber of Commerce, the mission is promoting the export of U.S. products, primarily those of the Minneapolis-St. Paul metropolitan area. The members will be seeking direct sales outlets and opportunities for licensing.

Trade with U.S. improves

In the cities being visited, the members are talking with Government trade officials and visiting plants and construction projects.

The U.S. share of expanding East-West trade is small; however, our imports and exports last year improved considerably, reflecting the Government's policy of building commercial ties with Eastern Europe. During 1966, the United States exported to this area $198 million worth of goods and imported $179 million worth—an increase of about 35% in total U.S. trade with the area over that of the preceding year.

"The best thing that could happen to our relations in the world today, especially Eastern Europe," said Vice President Hubert H. Humphrey when the mission was announced, "is for large numbers of American businessmen to travel in that area and let the people there know our businessmen."

Mission leaders

Directing the mission is Orin T. Hanson, manager of the Agriculture and World Trade Department, Minneapolis Chamber of Commerce. J. Patrick Kittler, attorney, Kittler & Hedelson, is acting as chairman.

"As with the first investigation of any potential new market," Kittler said in a press statement, "the prime interest of mission members will be in meeting potential customers, getting to know them, and finding out what products they are interested in buying and selling. The mission will attempt to obtain orders—members will have their order books handy—but this is not the primary motivation.

"The main objective is to learn how to sell products in these countries. On the buying side, it is probable that mission members may also place some orders, possibly for metals. And they will have an open mind on the possibilities of sales on a barter basis that will overcome the present difficulties of credit and payments with the East European countries."

Other members, and the firms they represent, are: A. J. d'Ailly, manager, International Operations, Farmhand, Inc. (farm implements, cold storage equipment); Fred Bieber, president, Acrometal Products, Inc. (wire enameling machinery); Louis R. Brewster, vice president, Wellens & Co., Inc. (soy bean and other meals); Richard H. Donaldson, vice president, sales and engineering, Donaldson Co., Inc. (engine air cleaners and silencers); Harold Fischbein, president, Dave Fischbein Co. (bag closing equipment); John H. Graflund, vice president, overseas administration, Deere & Co. (farm machinery); David A. Koch, president, and Harry A. Murphy, Sr., Board of Directors, Gray Co. (industrial pumping systems);

Eugene Larson, vice president of marketing, E. J. Longyear Co. (drilling equipment); Jerald L. Moore, executive vice president, Minneapolis Chamber of Commerce; Donald Palmer, foreign sales manager, Pioneer Engineering Division, Poor & Co. (rock crushing equipment); J. T. Sample, Jr., manager, International Services Department, American National Bank & Trust Co.; Paul C. Sharp, general export sales manager, Honeywell, Inc. (automatic controls, computers); and Kermit H. Wilson, president, SICO, Inc. (seating and staging equipment).

William W. Clarke, Deputy Director of the Commerce Department's Capital Goods Division, Office of Export Control, is accompanying the mission.

VICE PRESIDENT HUMPHREY DISCUSSES EAST-WEST TRADE with three members of the Minneapolis mission to Eastern Europe. From right, A. J. d'Ailly, Director Orin T. Hanson, Chairman J. Patrick Kittler.

California agricultural mission to promote sales in U.S.S.R.

Fruit and nut growers, manufacturers of food processing, packaging machinery will visit Soviet cities in mid-May

A group of Californians will go to the Soviet Union about the middle of this month to try to add California almonds, walnuts and raisins to the Russian diet, the State's Council for International Trade has announced.

The U.S. suppliers also will try to help meet the growing demand in the U.S.S.R. for processed foods by marketing processing and packaging machinery, the Council says.

An industry-organized Government-approved agricultural trade mission, co-sponsored by the California Council and the California World Trade Authorities, is to arrive in Moscow May 15 for a five-day visit, proceed to Leningrad, Kiev, Kishinev, Krasnador, and Kharkov, returning to Moscow May 30. The group will probably fly to London the following day and back to San Francisco June 1.

During its stay in the U.S.S.R., the group will be visiting collective farms and food processing plants, and conferring with representatives of state-operated buying organizations.

The first two days in the Soviet capital will be spent at INPRODMASH—an international trade fair of food packaging, transportation, and processing equipment —in which 21 countries will be participating. The U.S. Information Agency is managing the U.S. exhibition, where 18 American firms will display their equipment May 16-29 (see accompanying article). Mission members will show films and distribute brochures to the thousands of visitors expected to attend the fair.

Machinery market

At an April briefing arranged in California by Jack Gomperts, president of the Council, the mission was told that there is a major eventual demand for foodstuffs in the U.S.S.R., in the lines of fruits, vegetables and meat products, and that the Soviet Far East—readily accessible across the Pacific—is a market possibility.

The immediate market outlook for harvesting machinery and food processing equipment is quite favorable, it was pointed out.

The members are scheduled to meet in Washington May 12 for orientation by Commerce, State, and Eximbank officials.

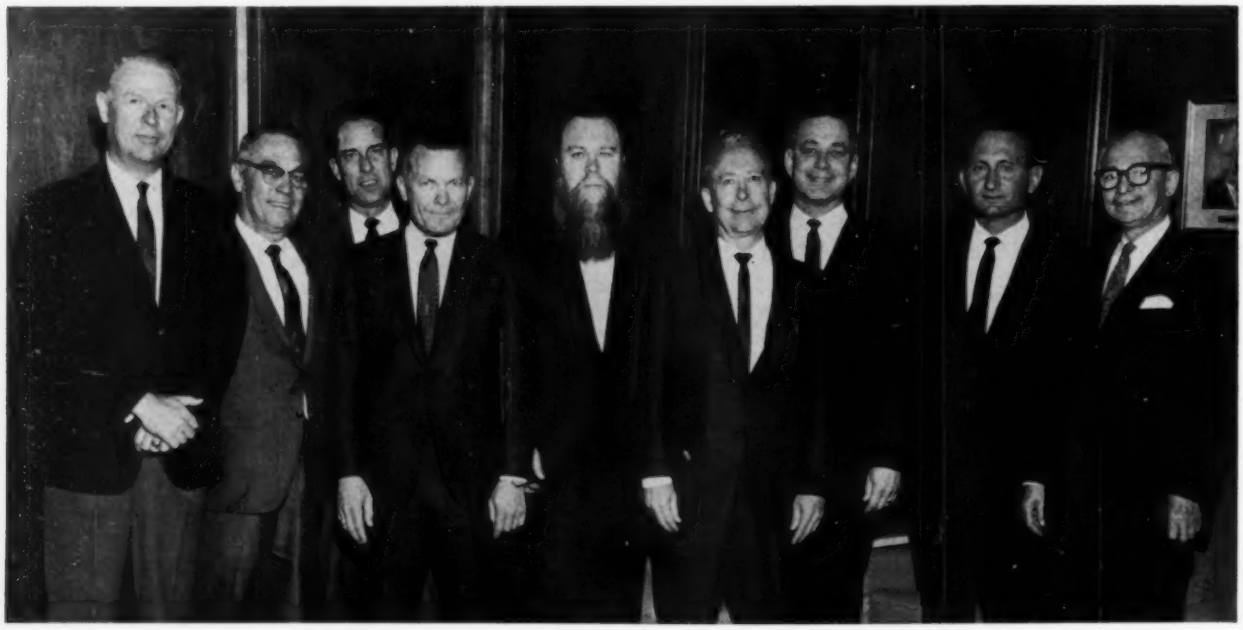
Henry Schacht, vice president and secretary of California Canners and Growers, San Francisco, will lead the mission.

Other members, and their firms, are:

Jack Axer, vice president and export manager, California Almond Growers Exchange, Sacramento; Ernest F. Blackwelder, president, Blackwelder Manufacturing Co., Rio Vista; Carroll E. Cole, president, Elliott Manufacturing Co., Fresno; Theodore J. Garbeff, chief engineer, Diamond Walnut Growers, Inc., Stockton; Dan Hoak, president, West Coast Growers and Packers, Inc., Selma; John A. Kochergen, president of Kochergen Farms, Fresno; William B. Rusconi, president, Security Seed Co., San Joaquin; Alfred Tisch, managing partner, James Mills Orchards, Hamilton City; and Ralph Young, vice president and manager, Bank of America, London.

Kochergen, who entertained Soviet agriculture delegations at his farm in 1959 and 1962, the Council says, speaks fluent Russian and will act as interpreter for the group.

SOON TO VISIT SOVIET MARKETS, members of California agricultural mission will fly to Moscow later this month. Left to right: Leader Schacht, Blackwelder, Stephenson (deputy director, World Trade Center Authority), Hoak, Kochergen, Cole, Garbeff, Rusconi, Tisch; not shown, Axer, Young.



AMERICAN DESIGN IN RUSSIA is this specially-constructed United States pavilion at INPRODMASH. Inside the complex, located in Moscow's Sokolniki Park, will be the products of 18 U.S. manufacturers of food processing, packaging, handling, and transportation equipment for trade and catering.

U.S. food processing exhibition set to open May 16 in Moscow

Total of 18 companies will exhibit in American Pavilion; products to range from flash freezers to process computers

Products of eighteen U.S. manufacturers of food processing, packaging, and distribution equipment are now moving into place in a specially-designed U.S. Pavilion at INPRODMASH, the Soviet international exhibition to be held in Moscow, May 16-29.

The show will mark the first time the United States has officially participated in an international trade fair in the Soviet Union. Some 21 countries are now expected to participate in the fair with national exhibits.

Plans by the Soviet management call for a series of technical lectures and seminars on problems of food processing, handling, and transportation.

The fair is being sponsored by the USSR Chamber of Commerce, the Moscow City Soviet Executive, and various Soviet economic and foreign trade groups. The U.S. Information Agency has organized participation in the fair by American companies.

Soviet spokesmen expect the exhibition to demonstrate the latest developments in the use of modern food machinery and equipment for retail trade and public catering. Other aims include helping Soviet and foreign business circles to establish contacts on a continuing basis, expanding trade, and allowing an exchange of technology in the food field.

The 10,000 square foot exhibition will follow the theme, "Farm to Table," and will feature economic and commercial aspects of food processing, packaging, and distribution, including automation, safety, sanitation, transportation, merchandising, and end-product innovations.

Private industry exhibits will be grouped into three categories—processing, packaging, and distribution/marketing. Products on display in the U.S. Pavilion will range from ultrasonic treating equipment to computer programming units for process control.

Supplementing the U.S. promotion at INPRODMASH will be two trade missions to the Soviet Union during May. They will be the first industry-organized missions to the USSR ever to be officially approved by the U.S. Government.

The first mission, sponsored by the Minneapolis Chamber of Commerce, left May 1 for a week in the Soviet Union, to be followed by several days each in Warsaw, Bucharest, and Belgrade. The Minneapolis mission will promote Minnesota-made equipment.

California is sponsoring a similar mission to the USSR, scheduled to arrive May 15 in Moscow. While in the Soviet Union, the mission members will also discuss trade terms for California farm produce and packaging and processing equipment in Leningrad, Kiev, Krasnador, Kishinev, and Kharkov.

Northeastern area "E" winners customize design and servicing to meet overseas competition

Sillcox Group, Rodney Hunt Co., B-Vac increase exports through use of multi-lingual advertising, trade show exhibits

Presidential "E" awards have been won by three companies from the industrial Northeastern states.

The Sillcox Group of New York City, combination export managers, has promoted overseas sales of U.S.-manufactured commercial and industrial heating, refrigeration and air-conditioning equipment; household appliances; and equipmented for food service, road building and construction.

Rodney Hunt Machine Co. of Orange, Mass., produces wet finishing textile machinery and water control equipment serving markets throughout the world.

B-Vac Corp. of Norwalk, Conn., has established worldwide markets for its commercial air vacuum systems by providing superior products to meet local specifications and overcome strong foreign competition. To increase export sales, B-Vac uses well-established distributors and participates in selected foreign commercial exhibitions.

The Sillcox Group consists of the Sillcox Refrigeration Corp., Sillcox International Corp., Sillcox Associates, Inc., Exporters of America, Inc., and Interworld Purchasing Corp. Together they represent some 30 U.S. companies.

Sillcox selects and supervises sales representation in most foreign countries, arranges for licensing manufacture and assembly of U.S. products overseas, adapts product specifications to foreign requirements, participates in international trade shows, and conducts training and orientation programs through which foreign engineers, technicians and sales personnel are brought to clients' plants in the United States. Sillcox also arranges credit terms, sometimes through the Export-Import Bank, and advertises its clients' products in U.S. and export publications.

Sillcox has maintained a record of being responsible for about 3% of all U.S. exports in the air-conditioning and refrigeration fields.

The Group has found the most successful approach in export promotion to be intensive concentration on a new line at first, followed up with mail, personal visits, advertising and market research. Once the line is established, prompt service is emphasized. For example, if a part is required in an emergency, Sillcox attempts to dispatch it within 24 hours of receipt of the request.

In order to assure the selection of dependable, aggressive foreign distributors, Sillcox Group executives make many personal visits overseas to investigate potential distributors. They sometimes give extended credit terms to help introduce and build up the lines they handle. Because foreign competitors often grant more liberal credit terms, Sillcox has on occasion had to grant up to 180 days credit without interest to obtain orders.

The Group advertises in the *American Exporter*, both Spanish and English editions, in *Air Conditioning, Refrigeration and Heating News* (another "E" award winner), *Owen's African and Middle East Commerce and Travel*, and in the *West African Directory*.

Sillcox's dictaphone operators are bilingual and able to handle correspondence in French, German and Spanish as well as English. In addition, the Group has employees fluent in Italian and Portuguese.

Because American electrical equipment is based on different voltage than that found in most foreign countries, and the cost of transformers might be prohibitive, Sillcox advised its clients' factories to make special runs of modified equipment. Many of the factories complied, and have found a substantial increase in business.

The Group maintains a staff of approximately 40 people, all engaged in export promotion.

The "E" award was presented by Kenneth M. Spang, chairman of the N.Y. Regional Export Expansion Council, to Neil MacPherson, export manager of the Sillcox Group, at an International Executives Association luncheon.

The overseas market for Rodney Hunt's textile machinery is centered in Central and South America, and for its sluice gates throughout South America and Southeast Asia. Rodney Hunt has strengthened its competitive position in these markets primarily through two factors: an increase in sales contacts and customer service, and the development of an integrated communications program to reach overseas clientele.

The nature of both water control and textile machinery calls for a great deal of customizing and technical service. Rodney Hunt has achieved success in export markets by offering sustained

SILLCOX GROUP 'E' CERTIFICATE is admired by company president H. Allen Sillcox (l.) and export manager Neil MacPherson. The Group won the award for successful export promotion as representative for some 30 U.S. companies in the heating, air-conditioning and refrigeration fields.

service to meet severe European and Japanese price competition.

The company has made an active effort to overcome problems relating to government and tariff regulations as well as the price competition. Export sales, as reflected by new orders, have shown an appreciable increase due to this effort.

Company executives and a textile consultant have visited the existing and potential market areas extensively during the past three years. They have strengthened sales representation, bringing it up to 20, covering Europe, South Africa, Pakistan, Japan, Italy, Israel, India, Iran and Eastern Europe.

Among the many elements increasing the sale of Rodney Hunt products overseas are astute use of advertising, public relations and sales promotion. Rodney Hunt promotional efforts include the use of trade papers, the development of pertinent literature, foreign language publicity, feature articles, direct mail and trade shows. The company has found that the international trade show, held every five years in the United States, provides an ideal opportunity to meet foreign buyers and demonstrate equipment.

The introduction of bleaching machinery for new bleaching and wet finishing techniques is also responsible for an increase in export sales. The development of continuous open-width bleaching using the duPont Rapid Bleach processing system is a Rodney Hunt innovation. The company pioneered in the development of carpet dye machines and although carpet dyeing is considered a domestic textile specialty, the company has sold this machine in export markets.

Product development and export sales are often directly dependent on marketing developments in the United States. By using some of the newer marketing techniques such as computer technology, the company pinpoints short or long term growth potential, product potential and overall performance. For example, Rodney Hunt can list textile mills in South America that will be in a position to use its equipment in five or ten years.

The sale of textile finishing machinery in the United States is controlled by more than 30 individual firms. Among these firms, Rodney Hunt ranks about fifth in the sale of textile machinery and fourth when lisited according to total sales. The company also manufactures industrial rolls for domestic consumption by the paper, plastics and textile industries.

In 1958 Rodney Hunt sold 3.9% of all finishing machinery; six years later their share had increased to nearly 7% of the total market.

The "E" award was presented to company president Earl F. Harris by Sen. Edward M. Kennedy at a special ceremony in the U.S. Capitol building.

To accommodate European requirements, B-Vac Corp. has designed its vacuum machines for operation with 50 cycle electric motors in various voltages. These must produce the same output as domestic machines operating on 60 cycle current. A unique turbine design has accomplished this, and has enabled the company to sell successfully overseas despite foreign competition.

In addition to conforming to local specifications, B-Vac constantly strives to keep production costs down and to improve product quality. The company maintains a complete inventory of special electric motors to all specifications to assure prompt shipment of orders.

B-Vac's engineering research program has resulted in quiet operation, few mechanical breakdowns and versatility of models.

A special compact form of packaging assures that units arrive at their destinations without damage, ready for immediate installation.

B-Vac established foreign distribution by executive visits to Europe to check all requirements and see potential distributors. The company has displayed equipment at U.S. trade shows and British and German exhibitions, and interviewed foreign representatives and agents to handle B-Vac systems.

The office staff is able to conduct correspondence in French and German, eliminating language problems when dealing with foreign distributors and customers.

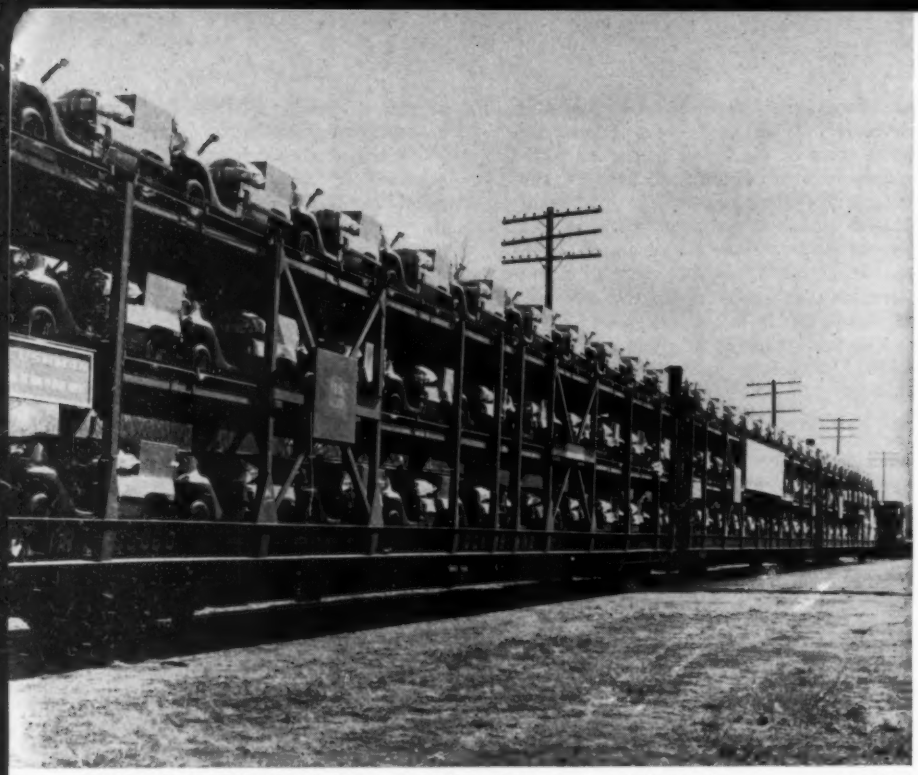
B-Vac has a staff of 10 employees, all engaged in exporting. The firm was established in 1961.

The company makes frequent use of trade opportunities forwarded by the U.S. Department of Commerce.

B-Vac exports to some 50 countries in Europe, Asia, Africa and Central America, as well as Canada, Mexico and the Caribbean. B-Vac has a European agent located in Frankfurt, an agent in Hong Kong who handles the Far East, and a manufacturer's representative who is attempting to set up distributorships in South America.

The "E" award was presented to William L. Braun, B-Vac president, by Daniel Reed, Jr., on behalf of U.S. Rep. Donald J. Irwin at a luncheon ceremony in Norwalk.

'E' AWARD to Rodney Hunt Machine Co. was presented at Capitol Hill ceremony attended by (l. to r.) Rep. Silvio O. Conte, Sen. Edward M. Kennedy, Earl F. Harris, company president, and Jack Rembe, vice president for marketing. Right, B-Vac Corp. "E" award was presented by Daniel Reed, Jr. (l.) to William L. Braun (c.), B-Vac, president. Director of the Dept. of Commerce Hartford Field Office James E. Kelley, is at right.



EXPORTING A CENTENNIAL NOTE, 200 utility vehicles, on three tri-level railway cars, carried official Centennial greetings to Canada from Nebraska, which is also celebrating its 100th birthday this year. Many of the vehicles, which were made by Cushman Motors, a Lincoln-based division of Outboard Marine Corp., will be used as work cars at EXPO 67 and for transportation of EXPO personnel.

McQuade says technology ills need more study

U.S.-Europe disparities may lie outside science

The so-called "technological gap" between the U.S. and Western Europe needs much more study to determine where the real problems are, Lawrence C. McQuade, Acting Assistant Secretary of Commerce for Domestic and International Business, told a law group recently.

"My guess is that the basic difficulties may be outside the area of technology," he said.

Describing some current U.S. investigations in this field, he declared "our most useful contribution in this instance may be to help identify the real disparities and their fundamental causes, so that it will be possible to determine what kind of action is most appropriate.

"If entrepreneurial, capitalization, or other difficulties are involved, only the European nations themselves may be able to take corrective action. There are clear signs that the real nature of the problem is understood by many Europeans, but their efforts tend to be overlooked in the vain hunt for facile solutions."

Another gap

McQuade said that the greatest "gap" in technology is between the industrialized nations and the less developed countries. Here, he said, an early objective is to create an economic environment that is conducive to innovation and change.

"For some LDC's, the purchase of technological know-how—through patent royalty and licensing arrangements, joint ventures, and capital investment by the business firms of other countries—might be the easiest, quickest, and least expensive way to obtain the desired results," he said. "Others may simply want to buy the products of foreign technology.

"Absolute technological equality is not essential. From the standpoint of trade expansion, it is not even beneficial. If every country were as advanced in computer technology as the United States, for example, there would be little trade in computers. Technological inequality in the sense of differing fields of specialization actually stimulates trade.

"What is essential is the opportunity to obtain and develop technology. The LDC's say the technology they desperately need exists in the world but it is too often available to them at a cost and on terms they cannot meet. The technology they want is owned largely by private companies, so the opportunities for government action by the United States and other industrialized free-enterprise countries are necessarily limited."

McQuade referred to two recent recommendations of the National Export Expansion Council: first, that U.S. firms turn more attention to trade and investment efforts in the LDC's, and second, that these nations review their own situations and minimize barriers and maximize incentives for U.S. firms.

An important task of the LDC's is to provide basic legal protection for industrial property rights, McQuade said. He suggested they adopt a new model law on inventions, and another on trademarks. He also directed attention to a new United Nations Industrial Development Organization (UNIDO), formed last December as an action group to send out consultants to the LDC's.

McQuade spoke at the Western Regional Conference on Science, Industry and Law in Transnational Business Transactions, at the University of Denver's Law Center.

Trowbridge, Schnellbacher, Boehm at Alabama meeting

The Alabama International Business Forum will be held on the University of Alabama campus at Tuscaloosa, May 17-18. The conference, designed to give the participants a better understanding of current trends and developments in international commerce, will have as its theme "Management Plans for Export Expansion."

Among those listed to address the meeting are Acting Secretary Alexander B. Trowbridge, U. S. Department of Commerce; E. E. Schnellbacher, Assistant Director, Bureau of International Commerce, U. S. Department of Commerce and Charles F. Boehm, Director, Office of Field Services, U. S. Department of Commerce.

For further information **write:** C. E. Adams, Co-ordinator of Conference Activities, Box 2987, University of Alabama 35486.

Washington State fair pavilion stays in Asia, ready for reuse

Housed third Japan show, is expected at other Pacific sites; About 200 of state's firms have participated in exhibitions

Encouraged by the success of the past two years, the State of Washington sent its third exhibit to Japan's International Trade Fair this spring and will keep its pavilion in Asia for further use.

Washington State International Trade Fair sponsored the 5,000 square-foot display that was a feature of the Tokyo International Trade Fair Apr. 18 to May 7. As in the past two years, Washington was the only U.S. state entering an independent exhibit in the Japan show.

Products were shown in the prefabricated pavilion, which will be dismantled and stored in Japan for use in future trade fairs there and in other countries around the Pacific rim.

William P. Woods of Seattle, Washington Trade Fair president, said the organization hopes to sponsor exhibits in Australia, Malaysia, Korea, Taiwan and neighboring countries.

Has 17-year history

Washington's International Trade Fair was organized 17 years ago to help Japan's exporters regain their Northwest markets after World War II. The show was expanded the following year to include exhibits from other nations. It became an annual event, bringing together buyers from all parts of the United States and Canada and exporters from Asia, Latin America and Europe.

As the national emphasis shifted to export expansion, Washington assembled a display of its own products and services for the 1965 Tokyo International Trade Fair. Washington exhibitors brought home $2,000,000 in written business.

The following year Washington went to the Osaka fair. Exhibitors showed products ranging from orchids to aircraft. The state's ports and transportation industry sent displays emphasizing the state's proximity to Japan. Firms already having overseas outlets were represented, along with those seeking agents abroad.

Aware of economic parallels in the two areas, Washington offered Japanese fishermen American made ship-to-shore communication equipment and showed rice farmers how portable irrigation gates lightened labor. Washington-grown foods were offered to appease the newly awakened Oriental appetite for Western fare. The Northwest's wood products were offered to speed the construction boom across the Pacific.

This year Washington processors are hoping to add peanut butter, apple candy, salad dressing, dehydrated potatoes and ketchup to the Japanese housewife's shopping list. Doughnuts already are a fast-selling delicacy in Japan following the introduction of a doughnut-making machine in Washington's first overseas exhibit. This year's sample hand-out was a cup of soup made from Washington-grown peas, processed in Japan.

Through the aid of the state's Department of Commerce and Economic Development, non-exhibiting firms this year sent samples of their wares along with written proposals for entering into business agreements. Department officials were on hand, with interpreters, to discuss these propositions with visiting buyers.

Altogether 200 Washington firms have tried this method of winning customers abroad. Nearly all have reported encouraging results, either in actual orders received or in knowledge gained of potential markets across the Pacific.

San Francisco workshop scheduled for this summer

The Center for World Business at San Francisco State College is co-sponsoring with the REEC a summer workshop in international business management from June 19 through Aug. 25. The workshop is open to management personnel in organizations either currently involved in world trade or planning such programs, as well as graduate students of business administration.

All facets of international management philosophies, policies, methods and problems will be covered.

Write: Dr. Russell Sicklebower, Summer Session Coordinator, School of Business, San Francisco State College, San Francisco, Calif. 94132.

Civic trade center leaders holding first world conference

New Orleans unit combined with Tokyo in announcement

A formative meeting of representatives of civic trade centers from around the world will be held in Tokyo, May 11, according to a joint announcement from the World Trade Center of Japan and International House in New Orleans.

"This is the first, but a most significant, step toward close and permanent cooperation among public and private institutions the world over dedicated to the promotion of free trade," Richard L. Hindermann, president of International House, said.

While the New Orleans based organization, formed in 1943, is a long established institution active in this field, its counterpart in Tokyo is only five years old, but with a broad-based program.

Tokyo comment

Joining Hindermann in the simultaneous announcement, Gaku Matsumoto, president of the World Trade Center of Japan, referred to the "unique role these organizations can play in fostering a more steady flow of commercial exchanges and world peace."

Other organizations to be represented at the meeting in Tokyo will include: World Trade Center of New York; Columbia Basin World Trade Center, Portland; Oakland International Trade Club; World Trade Club of San Francisco; World Trade Center of New England, Boston; World Trade Center of Houston; Foreign Trade Association of Southern California, Los Angeles; World Trade Center of Seattle; Maryland Port Authority, Baltimore; Port of Antwerp; Port of Copenhagen Authority; Port of Rotterdam Authority; World Trade Center of Thailand, Bangkok, and Trade Development Council of Hong Kong.

The conference will be held parallel with a meeting of leaders of some 200 world ports. Included on the agenda for the meeting of trade center executives are joint publications, bi-annual conferences in different parts of the free world, assistance to commercial delegations, reciprocal membership and exchange of trade information.

EXHIBITION BRIEFS *WORLDWIDE*

Briefs are condensed from the reports of U.S. commercial officers on-the-spot. They are meant to stimulate investigation of likely markets and to show the scope of opportunities for U.S. product demonstrations and sales. The more detailed full reports are available. Only exhibitions showing international goods are listed.

Write: Office of International Trade Promotion, Department of Commerce, Washington, D.C. 20230.

SWEDISH BOAT SHOW, GOTEBORG, Feb. 16-26. 300 exhibitors from 19 countries as far away as Japan and New Zealand. 26 AMERICAN EXHIBITORS, all represented by Swedish agents. About 80,000 visitors, a new record for the show. Exhibit space enlarged by 50% this year. Agents found U.S. products highly competitive despite higher prices, due to higher quality, greater dependability, and advanced development. Next show, February 1968.

INTERNATIONAL AUTOMOBILE SHOW, AMSTERDAM, Feb. 16-26. 198 exhibitors from around the world. 16 AMERICAN VEHICLES were displayed, the third largest number from any one country. Attendance was 400,000, down slightly from the last show in 1965. Most notable trend was push of five Japanese automakers to enter the European market vigorously. Next show of private vehicles, February 1969.

FIFTH CONSTRUCTION MACHINERY FAIR, BASEL, Feb. 18-26. 101 Swiss exhibitors, representing 624 Swiss and foreign manufacturers of heavy construction equipment. 97 U.S. FIRMS REPRESENTED. 30,000 visitors, with a considerable proportion of high-ranking contractors and civil engineers. A closed fair, so no opportunity for new representation agreements, but excellent sales possibilities for existing agents in the market.

INTERNATIONAL LEATHER GOODS FAIR, OFFENBACH AM MAIN, GERMANY, Feb. 25-Mar. 2. 468 exhibitors, 101 from outside Germany. ONE AMERICAN EXHIBITOR. Good sales possibilities for other U.S. firms, especially after 1969, when new and much bigger exhibit facilities become available. Attendance estimated at 25,000. Buying was heavy, partly due to price stability in most product lines. Next fairs, August, 1967; March and August, 1968; and February, 1969.

Japan needs agricultural chemicals, spreading, spraying equipment

Tokyo Trade Center show will give American firms a chance to beat foreign competition in growing fertilizer market

U.S. industry is being offered a good chance to hold its lead as Japan's chief supplier of agricultural chemicals by promoting the newest American products in a Department of Commerce show at the U.S. Trade Center in Tokyo, Aug. 28-Sept. 2.

Competition from such major suppliers as Germany, Canada and the Netherlands is increasing with the Japanese demand for multi-purpose pesticides, high-grade complex fertilizers, and efficient agricultural spraying and spreading equipment.

The Trade Center sales promotion will bring buyer and seller together through a broad market development program now in progress. An agency-finding service for firms not represented in the Japanese market also is in operation.

A market survey shows that Japan, without a natural source of potassium, depends entirely on imported potassium chloride for production of potassic fertilizers. Some of the potassium chloride is used alone as fertilizer, but most of it goes for production of complex fertilizers or magnesia potassium sulfate.

Japan also lacks a natural source of phosphate. Its phosphatic fertilizer industry imports phosphate rock to meet domestic requirements of this basic fertilizer. Japanese demand for superphosphate of lime and other simple fertilizers has been falling off, but double superphosphate of lime and high-quality complex or mixed fertilizers are becoming popular.

The market for pesticides, although much smaller than for chemical fertilizers, is growing rapidly.

Export opportunities are especially good for spraying equipment suitable for use by helicopters. In 1965, about $1 million worth of spraying, dusting and spreading equipment was imported by Japan. More than two million acres of croplands were sprayed from the air.

The agricultural chemicals and specialties show in Tokyo will be a first-of-its-kind under the Commerce Department's overseas commercial exhibitions program.

Last year, six exhibitions were staged at the U.S. Trade Center in Tokyo. A total of 192 U.S. firms took part, made floor sales of $936,000 and estimated that business resulting within a year of the shows would amount to about $15.3 million. Twelve of the exhibitors appointed a total of 17 agents to represent them on a long-term basis.

New customers were found for such diversified products as building materials, industrial modernization equipment, machine tool accessories, equipment for the aviation industry, self-service and supermarket equipment, and production equipment for the electronics industry.

U.S. firms interested in taking part in the Trade Center show may obtain more information from the Bureau of International Commerce (code 926), U.S. Department of Commerce, Washington, D.C. 20230 (Phone: Area Code 202-WOrth 7-3846), or from any of the Department's 42 Field Offices.

Sales prospects good for U.S. products at Spanish shoe fair

U.S. manufacturers of shoemaking machinery and other leather-working equipment have been invited to participate in the Eighth International Shoe and Related Industries Fair in Elda, Province of Alicante, Spain, Sept. 13-20.

This exhibition has been recognized as an international fair since 1962, and prospects for sales appear particularly good this year for American firms.

Spain's shoe industry has long been concentrated in small shops, but a movement toward consolidation and modernization has been gathering speed. Modern automatic and semiautomatic equipment is in great demand, as are such American products as synthetic soles and heels.

No official foreign participation is anticipated this year, but firms from the United States, Germany, France, Belgium, Italy, Great Britain, Switzerland, Denmark, Holland, Canada, and Czechoslovakia are expected to show products.

Write: Commercial Office of Spain, 527 Madison Ave., New York, N.Y. 10022.

Sales, agencies high at Paris MESUCORA

Business of $6 million expected; 42 new representatives appointed

Europe's largest instrumentation show proved to be an excellent springboard for sales of U.S. measurement and control devices as 52 American manufacturers rolled up off-the-floor sales of $617,300 at the U.S. Exhibition at the MESUCORA Fair in Paris, Apr. 14-21.

Estimates from exhibitors of sales expected during the next year as a result of participation in the show reached close to $6 million, and many U.S. businessmen at the fair changed plans to travel around Europe closing representation agreements and making additional sales.

Appointments of representatives and distributors during the fair were made almost as fast as papers could be signed. A total of 42 new agents had been named by the end of the show, with nearly 300 additional arrangements still in the discussion stage.

Twelve new agents were established in France, five in Great Britain, seven in Germany, six in the Scandinavian lands, and four in Belgium. Of the prospective representatives, 78 are in France, 40 in Holland, 36 in Belgium, 30 in Switzerland, 28 in Germany, 27 in England, and the rest scattered throughout Europe.

Those exhibitors new to the French market were unanimous in their praise.

Comments such as "a broad choice of agencies and manufacturers," "over 60 specific leads, with many close to turning into orders," and "an excellent way to introduce our product line to the market," summed up the feeling of the exhibitors.

Badger Meter Manufacturing Co.'s representative at the fair said, "The caliber of visitors has been very high. We have met with a number of prospective agents that we will follow up on."

U.S. firms which experienced the best immediate sales include Computer Measurements Co., with $300,000; Syracuse Electronics Corp., with $180,000; and Hughes International, which had $77,100 in off-the-floor sales.

Highest twelve-month sales projections were $600,000 by California Computer Products, and estimates of $500,000 by the Magne-Head Division of General Instrument Corp. and by Computer Measurements.

SALES REPRESENTATIVE of Ircon, Inc. (above center with glasses) demonstrates automatic optical pyrometers to French buyers. Ircon's infrared radiation thermometers also drew much buyer attention.

CHIEF ENGINEER of Princeton Applied Reseach, Inc. (above center) draws diagram of measuring system for customers. Hagan Controls Corp. representative (below left) shows actuator to show visitors.

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CURRENT BUSINESS DEVELOPMENTS IN BRIEF: **French** imports of U.S. furniture increased from $745,000 in 1965 to $1.2 million in 1966, a rise of 61%. This rise is due primarily to the recent promotion of Early American furniture by U.S. manufacturers. In the same period, total French imports of furniture increased 14% to $73.4 million. . . . During the first eight months of 1966, there were 1,600 intercompany mergers and associations in **France**—400 more than the 1965 total. Through the latter part of 1966 and so far this year, the trend toward business concentration in France has continued to gain momentum. . . . **India** has reduced the export duty on cotton bagging made of jute from Rupees 600 per metric ton to Rupees 200 (US$26.60) per metric ton. . . . The Instituto Mobiliare **Italiano** (IMI) has extended long-term loans totaling nearly $3 million to Celene Company of Priolo, in which American chemical interests participate. The loans bear a 3% interest rate and are to be repaid by 1981. . . . **Lebanon** has approved a railway modernization project, including the purchase of three diesel locomotives and eight cars, as part of an effort to increase earnings, which reportedly now amount to only about one-third of annual operating expenses of over $4 million. . . . The Bank of **Sicily** recently granted an $800,000 loan for inventory purposes to the American-owned firm, Rheem Safim Tubi of Palermo. . . . Standard Oil Company's (New Jersey) **Spanish** subsidiary, Esso Iberica, has begun construction of a new $30 million factory in Zaragoza.

EL SALVADOR

Resources pay dividends

Location, resources, and talented people create optimistic outlook

By RICHARD F. MUENZER
Commercial Attache,
U.S. Embassy, San Salvador

El Salvador's location in the heart of the Central American Common Market (CACM), its paved road network, deep water ports, abundant water and greatly improved electrical capacity, strong banking system and comparatively large pool of competent energetic people, give it strong advantages for continued economic and industrial growth. Harnessing these resources is a group of entrepreneurs, young and competitive, who rationally and eagerly grasp the significance of their position within the regional market around them. The Government is providing the necessary stability and order.

A new President and Vice President, elected in March, will be inaugurated on July 1, and the nation appears ready to resume normal commercial, industrial and development projects.

El Salvador closed 1966 with a record of four straight years of economic progress. This smallest American Republic is the top trader in the Central American Common Market and the hemisphere's third largest producer of the world's highest yielding coffee.

El Salvador's foreign trade for 1966 totaled about $413.5 million, an increase of approximately 6% over the previous year. This was also the fourth consecutive year in which the country attained a new record high in the value of foreign trade.

With imports still growing faster than exports, however, it also marks the third year in a row in which there was an adverse balance of trade. It is generally expected that credit or other restraints on less essential imports are likely to be initiated or intensified in order to reduce this trade deficit.

However, such measures are expected to be taken within the framework of the generally liberal trade policies which El Salvador has consistently followed for many years.

El Salvador exported goods worth $192 million during 1966, compared with $188.7 million in 1965. Traditional products, namely coffee and cotton, comprised nearly 60% of total exports.

Nearly self-sufficient

It is estimated that El Salvador will soon be self-sufficient in the production of corn. Because of the record crop, imports of only 9,453 metric tons were required for the first five months of the 1966-67 growing season, compared with 24,863 in the same period of the previous season.

A bumper sugar crop and a record rice crop also are contributing to total exports. Shrimp exports, which follow coffee and cotton as the country's third largest single export, increased to nearly $4 million during the first eleven months of the year.

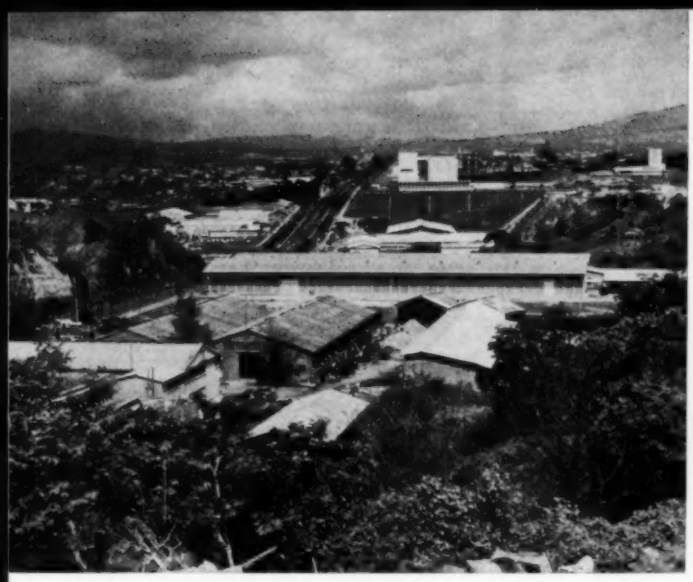
Exports of "other goods," which include the country's growing industrial output, increased by 68% over the first ten months of the year when compared with the same period in 1965.

Imports up 10%

As in previous years, and not unexpectedly, 1966 imports increased over the previous year by nearly 10%, totaling $221.5 million. Through the first six months of the year, the greatest increases in imports took place in iron and steel, paper and paper products, electrical machinery, apparatus and utensils.

The continuing emphasis in El Salvador's economic development is on manufacturing and the improvement of agricultural production. The largest part of the registered increase in the volume of imports during recent years has been accounted for by capital goods and raw materials needed for Government development programs. The extraordinary expansion in the industrial sector has also been helped by the technical know-how supplied through joint ventures, licensing arrangements and other forms of investment.

The Salvadoran market has been less



NEW FACTORIES LINE THE SIX-MILE ROAD from Ilopango Airport to downtown San Salvador (left). The Salvadoran Government is trying to decentralize the nation's industries by developing the port facilities at the northeastern city of Acajutla (right) and turning the whole area into another industrial site.

attractive for finished goods, due to their increased local manufacture and intra-CACM trade.

Sales are being made in El Salvador, but many of them are being made by European and Far Eastern firms that are actively entering and developing the Salvadoran market. The U.S. share of the nation's import market has again leveled at 34%. The three product categories that will probably sell best in 1967 are light industrial machinery for the new manufacturing industries, agricultural machinery and equipment, and automotive and transportation equipment, including maintenance equipment.

Based on inquiries received from local businessmen, the machinery and equipment to be imported during the next year will include: commercial refrigerated warehousing, food processing and packaging machinery; light and heavy metalworking machinery; small industrial sewing machines; textile cutting appliances and accessories; automotive trucking and maintenance equipment; road-building and earthmoving equipment; agricultural machinery, small tractors, ox-drawn cultivators, agricultural hand tools, animal husbandry equipment, forage dryers, and corn mills and handling equipment; pumps; irrigation equipment; building and construction materials; hospital, medical, and dental, pharmaceutical and veterinary equipment; hotel and restaurant catering equipment; air-conditioning and refrigeration equipment; and water purification and slaughtering equipment.

Manufacturers of industrial machinery and equipment included in this list are urged to write to the Salvadoran Industrial Development Institute (INSAFI), Calle Rubén Darío 628, San Salvador, El Salvador, or to its New York office, Suite 2616, Empire State Building, 350 Fifth Ave., New York, N.Y. 10001, for information on new industrial projects.

INSAFI, a Government-owned Development Bank, provides medium- and long-term financing for fixed assets, mainly machinery and equipment for industrial enterprises. Under very special circumstances INSAFI makes equity investments. Its funds come from Government endowments, local or foreign banks, and government and international institutions.

Other activities

INSAFI also promotes the industrial development of El Salvador by providing general information on the economic and industrial climates of El Salvador and the CACM; specific information regarding laws and regulations governing industrial investments in the country; assistance in the procedures required to obtain tax benefits provided by legislation; contact with local industrialists and investors interested in joint ventures; information regarding specific industrial projects that are feasible in El Salvador and for the Common Market; and initial feasibility analysis.

Visiting U.S. businessmen arriving by air at Ilopango International Airport outside of San Salvador witness an amazing number of new factories which line both sides of the six-mile roadway to the center of the city. Secondary and tertiary industrial colonies have developed in and near the capital city, but more importantly others are now being located in Santa Ana, San Miguel and Acajutla.

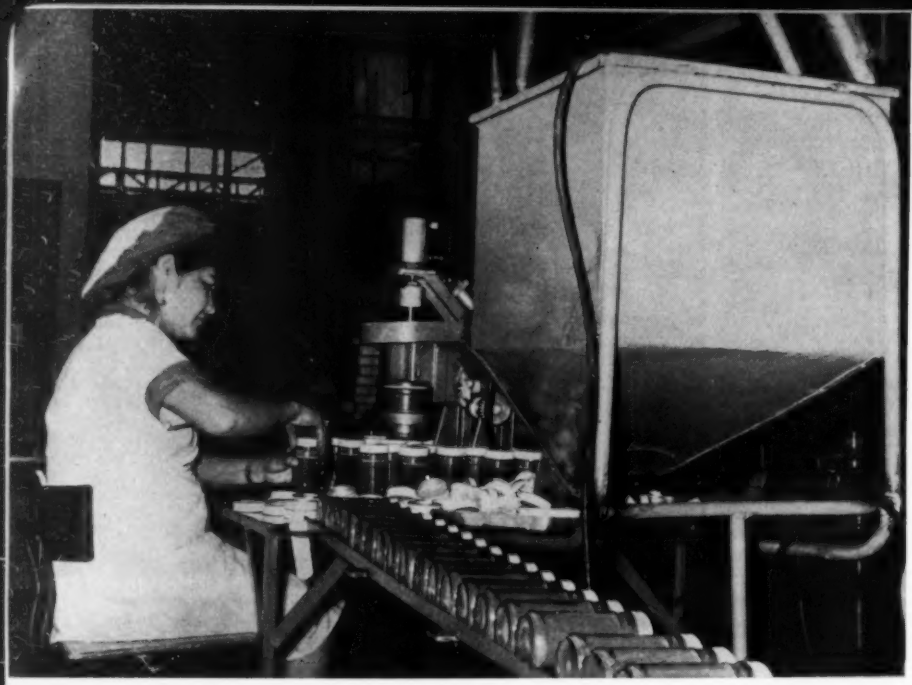
The Salvadoran Government is developing the port facility at the northwestern city of Acajutla, and converting this entire area into another industrial site in an effort to decentralize the plant construction presently concentrated in the San Salvador area.

New and efficient port and pier installations have been built, including warehousing and a railroad connection with San Salvador. Plans are underway to install a bonded warehouse at the San Salvador end of the railroad for inspection and duty control of imports arriving through Acajutla.

Many new industries are branches of parent U.S. or other foreign firms or joint venture investments that have located in this energetic and determined, densely-populated little country in order to establish a marketing base in the heart of the Central American Common Market. Within the last six months an aerosol filling plant and an air-conditioning and refrigeration assembly plant have begun operating in San Salvador, both the result of U.S. joint-ventures with Salvadoran business interests.

In addition, a shirt manufacturing company, supported by an AID industrial development loan, is now supplying the department stores and haberdasheries of El Salvador and nearby countries with the latest style men's sport and dress shirts. This firm is already planning on expanding into the production of women's sportswear.

A recent study conducted by the Commercial Section of the U.S. Embassy, which attempted to determine the outcome of trade opportunities and bids for tender



A LARGE POOL OF COMPETENT, ENERGETIC PEOPLE makes El Salvador a particularly promising area for investments by U.S. firms. INSAFI, a Government-owned development bank, actively assists investors.

submitted to the Department of Commerce for publication to U.S. industry, revealed that a surprisingly high number of these bids went to the U.S. firms that followed up on these trade opportunities.

U.S. firms that are appointing active agents or distributors, and rendering them full support and technical guidance by visiting El Salvador and working directly with them, are reaping a sales harvest.

An ever growing number of astute Salvadoran businessmen are becoming actively interested in expansion and investment into the newer industries, but many, although financially well-established, require the technical and marketing assistance which are a standard operating procedure with U.S. firms.

Recently a wealthy Salvadoran businessman and coffee grower, who was educated in business administration at a prominent U.S. university, visited the Embassy in search of the names of U.S. companies that manufacture warehouses, refrigeration equipment, and food processing and packaging equipment.

The conversation which followed revealed his acute interest in resolving the problem of fluctuating food prices, caused by the lack of storage and processing facilities for the agricultural produce of his country. He also revealed that very little was known in El Salvador about the new machinery, equipment and techniques that have been developed in this field.

Since he was furnished the names of U.S. firms and a request was made by the Embassy to obtain additional names and technical guidance from the Department of Commerce's industry specialists, it will be interesting to see whether U.S. firms or those of other competitive international marketing countries, currently interested in the Central American Common Market development, eventually wrap up this and similar sales opportunities.

El Salvador will be the site of the Third International Fair of Central America in 1968. The success attained by this regional Fair reaffirms the progress of the Central American Common Market and the working spirit of cooperation of the governments and private business communities of the five countries.

More countries participate

Fifteen countries took part in the 1966 Fair, including for the first time Colombia, Japan and South Africa, and the 1968 event will undoubtedly include a larger number of participating countries.

Off the floor sales of products of U.S. firms participating in the U.S. Exhibition in the 1965 and 1966 fairs totaled $773,-055, with projected sales for the twelve months following each fair totaling $4 million. The product areas that were most successful were those directed to the developing agriculture, textile and sewing, food processing and packaging, and various light manufacturing industries.

Recent industry-organized, government-approved trade missions sponsored by the State of New Jersey and the Chamber of Commerce of Lubbock, Texas, reported substantial sales of electronic, hospital and diagnostic equipment, earth-moving equipment, and irrigation systems and pumps during their visits to El Salvador.

However, trade missions of other countries have been investigating this market and recently El Salvador hosted large groups from Korea, Mexico and Japan. A "French Week" is planned for November, during which the products of France will be featured in many San Salvador department stores.

The future growth of U.S. exports to El Salvador depends on the ability of U.S. exporters to adapt to the changing market pattern which is influenced by the development of new industries and increasing intra-regional trade. In order to maintain their share of the market, U.S. exporters must increase exports significantly by capitalizing on El Salvador's industrialization through the supply of U.S. light and heavy industrial machinery and equipment, technical know-how, and marketing techniques.

U.S. manufacturers also should not overlook the possibilities of joint ventures with Salvadoran businessmen for the local manufacture of products for the Central American market. Many such ventures which started only a short time ago are showing considerable profit for the companies which had the foresight to set up a marketing base for their products in the center of the Central American Common Market.

Costa Rica imposes taxes on wide range of imports

Costa Rica has placed new or higher consumption taxes on 91 items. The measure, effective April 1, 1967, was based on the Consumption Tax Law of 1964 which grants the executive branch the authority to levy excises on goods on which the Government has lost customs revenues because of tax exemptions for new Central American Common Market (CACM) goods.

The tax affects imported goods as well as those produced in Costa Rica. On imported goods the tax will be collected simultaneously with import duties.

The consumption taxes range from 10 to 25% ad valorem and are imposed on automotive products, television and refrigeration equipment, and on miscellaneous items on which tax exemptions have been granted throughout the CACM.

Thais courting investors

Fast growing economy offers no hostility to private enterprise

By HAROLD C. VOORHEES
Commercial Attache, U.S. Embassy, Bangkok

A large number of American firms and investors are exploring and developing investment opportunities in Thailand today because of the very favorable business climate and the nation's rapid and continuing economic growth record during the past several years.

VOORHEES

Such factors as a relatively low rate of taxation on income and business, a stable and freely convertible currency, an expanding agricultural sector, a fast growing manufacturing sector (15% a year), and a sound and viable financial and banking system are important inducements to potential investors.

There is also a low cost and highly trainable labor force, a stable political system, an official policy favoring private enterprise in new industries, a well-developed national identity and pro-western outlook. American firms should give serious consideration to increasing their market in Thailand through manufacturing or assembly plant operations.

Thailand fully recognizes the contribution which a steady flow of investment capital can make to its economic and technical progress. It welcomes foreign enterprise and has a liberal investment law (the Promotion of Industrial Investment Act) under which investment projects are given "promoted industry" status, tax holidays, import duty exemptions, and a range of other inducements for attracting new manufacturing and processing industries. These benefits are available whether or not foreign capital is involved.

Promoted industries

During 1966, the Thai Government granted "promoted industry" certificates to 98 corporations for planned investments of over $350 million in manufacturing or service enterprises.

U.S. private investment in Thailand is increasing rapidly, and making a substantial contribution to the country's economic development. A 1966 survey showed that U.S. private investment here more than quadrupled since 1960, rising from an estimated $25 million to $110 million at the end of 1966. The outlook is for even more rapid growth in the future.

Of the approximately 125 U.S. companies with offices in Thailand, about 25 engage in manufacturing or other industrial processing operations including such firms as Firestone, Foremost Dairies, Merck-Sharp and Dohme, Colgate-Palmolive and Union Carbide.

New names soon to come onto the scene are Bristol-Myers, Bethlehem Steel, Parsons and Whittemore, Ralston-Purina, National Lead, and Kaiser-Jeep, which will open a regional office to work with a local plant assembling its Jeep vehicles.

A number of other American companies have products manufactured in Thailand under licensing arrangements with local firms.

Ground was recently broken starting the construction of a $36 million kraft pulp and paper plant 60 miles northwest of Bangkok. A $14 million Export-Import Bank of Washington loan has been secured by this firm, the Siam Kraft Paper Company Ltd., to purchase equipment and services from the United States.

ITT to build plant

International Telephone and Telegraph (Thailand) Co. completed Thai incorporation procedures a few weeks ago, in preparation for the establishment of a $1 million plant to manufacture telephones and other communications equipment in Thailand.

A 190-room extension of the deluxe Siam Intercontinental Hotel in Bangkok is now under construction. Concurrently, two other Thai-American hotel investment projects, each involving a leading American hotel firm, have passed the drawing board stage and are nearing final negotiations. When successfully concluded, Bangkok will have three big-name American-managed hotels.

Ralston-Purina recently secured promoted industry status for a $16 million investment in corn processing. Calabrian Company, Inc. has obtained privileges for a multi-million dollar project for offering farmer credit and for purchasing, drying and exporting corn.

The International Minerals Corp. is considering building a fertilizer plant in a joint venture organized with several officials of the Thai Oil Refinery Co. Plans also are well underway for investments of around $5 million by U.S. firms in a medium-priced housing project in Bangkok.

Another U.S. firm is planning a plant for processing and canning Thai pineapple, mostly for export to Japan. Thai bananas, of which there are many varieties, may be exported in large quantities to Japan if a plantation complex being studied by U.S. promoters is built.

While U.S. investment continues apace, investors from third countries, particularly Japan, have also been active. A 510-room, 22-story Thai-Japanese hotel project, the Dusit Tower, began ground clearance operations late last year. This is expected to be a $9 million investment, of which $1.2 million is tentatively earmarked for U.S. fixtures and equipment.

Like most countries, Thailand prefers foreign investment proposals involving joint venture or some other type of arrangements for including local participation. However, there are no legal or policy restrictions precluding complete foreign ownership. In fact, tax holidays and other promoted industry incentives have been accorded to a number of 100%-foreign-owned enterprises.

Foreign investors may also establish operations in Thailand, as many have, without seeking the special incentives under the promoted industry program. With few exceptions, all industrial and commercial activities in Thailand are open to foreign investors, subject only to local licensing requirements.

An American industrial consultant recently wrote about Thailand's investment climate: "Unlike many other countries, there is little, if any, hostility toward private business in Thailand, and foreign capital enjoys freedom of entry and exit. Internal security of persons and property is good. The skillful management of the country's internal and external finances has produced the kind of stability conducive to investment, particularly foreign investment which seeks maximum freedom to remit earnings and repatriate capital. There is every indication of a labor force which is adaptable, reliable and increasingly skilled technically.

"Underlying all these favorable factors is a country agriculturally rich and potentially capable of supporting a greater population (now 32 million) at increasingly higher levels of living with consequent expansion of the local market."

Malta offers strong investment incentives to replace dependence on departing British military

Conditions favor labor-intensive, light manufacturing operations; goodwill toward Americans impresses firms already there

By JOHN O. GRIMES
Economic Officer, U.S. Embassy, Valletta

Malta is actively struggling to achieve economic independence to match the political independence which she acquired on September 21, 1964.

Heavily dependent on British military expenditures prior to 1964, the economy has since been under the severest pressure as a result of the reduction of British forces and the cutback of military spending from $62.4 million (48% of GNP) in 1960, to $43.4 million (30% of GNP) in 1965. A further retrenchment will reduce this figure to $18.2 million by 1971.

In terms of employment, this decline has meant the discharge of 4,750 Maltese military personnel and civilian employees since 1960. An additional 2,000 are to be discharged by 1969, and a further 4,500 by 1971. Military expenditures also accounted for approximately 65% of the country's foreign exchange earnings in 1960, and will account for less than 25% by 1971.

Unlike many emerging countries, Malta's development is not hampered by a lack of capital funds. The British Government in 1964 signed a Financial Assistance Agreement whereby some $140 million were to be made available over a ten-year period to aid in the transition from a garrison-type to a diversified and productive economy. These funds have been used principally to underwrite a generous Aids-to-Industries Program designed to attract foreign investment and entrepreneurial skills, of which the island is desperately short.

While not an unqualified success, this program did attract sufficient investment to reverse a falling GNP and to stabilize unemployment at approximately 7% of the civilian work force by the end of 1966.

Emigration, which peaked at about 9,000 in 1964, dropped to 4,340 in 1966, even as unemployment fell from 7,650 in December 1964 to 6,400 at the end of 1966.

The announcement, late in 1966, of a further drastic reduction in British forces was stoutly resisted by the Maltese Government, which was successful in obtaining a more gradual (to 1971) implementation of the cuts, plus an additional $8.4 million in financial aid and British technical assistance. Malta thus secured a breathing space of approximately two years during which she must prepare her economy to absorb the shock of heavy personnel discharges in the years 1969-70, and the termination of British aid by 1974.

Given this economic challenge, the Government of Malta is pressing with renewed vigor its campaign to attract foreign industrialists. The attractions offered in the current aids-to-industries are considerable and, in the case of the U.S. investor, are further enhanced by the Investments Guaranty Agreement recently concluded between Malta and the United States. As this would suggest, U.S. Government policy actively encourages private investment in Malta, in lieu of a formal AID program.

More generally, the investment climate is highly favorable . . . political stability; a cooperative and sympathetic officialdom; an abundant supply of low cost, diligent, English-speaking labor; and a strategic site within easy reach of markets in Southern Europe, North Africa and the Middle East. There is in Malta, moreover, a climate of goodwill towards Americans which has impressed the U.S. firms already established here.

ONE OF NINE U.S. FIRMS already operating in Malta is Phoenix Textile Mills. These firms have been impressed by the climate of goodwill toward Americans which they have found in Malta.

Special incentives

Since the enactment of the Aid to Industry Ordinance in 1959, the Government of Malta has offered specific incentives to investors. In general, these incentives are available for undertakings which are likely to create employment or increase the national product, and whose owners can demonstrate that such aid is necessary and that the undertaking will be able to carry on independently after the cessation of aid.

The incentives offered include:

- Up to ten years exemption from income tax;
- Customs exemption on dutiable equipment and building material (raw materials and machinery are duty-free);
- Grants and/or loans up to 33⅓% (50% in exceptional cases) of fixed capital assets, including the cost of buildings, machinery and equipment—loans are interest-free, repayable in equal installments over a ten-year period;
- Grants covering approximately 50% of the cost of six-months training for Maltese workers (Malta or abroad), and
- Factory sites connected to all utilities at an annual rental starting at $1.40 per 1000 square feet. Tailor-made factories also provided at approximately 3% per annum of construction costs.

Projects which have received approval for grants and/or loans cover a wide variety of manufacturing and service activities, such as auto electric assembly, brushes, imitation jewelry, leather goods, shipping, fiberglass boats, and consultant services.

Although a great variety of industries are represented, conditions seem generally to favor labor-intensive, light manufacturing or service industries oriented to the export market. Several large American firms have been attracted by the prospect of assembling components with a high labor content but a low weight factor in Malta, then returning the finished component to the parent U.S. company.

As an independent member of the British Commonwealth, Malta enjoys the usual tariff preferences in the U.K. and other Commonwealth markets. Should Britain join the Common Market, Malta plans to apply for some sort of association with that bloc.

There are nine U.S. firms operating in Malta at the present time. Among them are the Hilton and Sheraton Hotel companies, Esso (Malta) Ltd., International Fibers Ltd., and Phoenix Textile Industries Ltd. Several major U.S. corporations are, at the present time, considering investment in Malta.

Investment guaranty agreement

The U.S.-Malta Investment Guaranty Agreement, signed in Washington last Nov. 16, entered into force on Jan. 26. However, guarantees have not yet been issued because of a technical difficulty, which is expected to be overcome shortly. Under this Agreement, the Agency for International Development may contract with American investors to cover certain specific risks with regard to investment in Malta.

Most legitimate long-term investments will qualify for the guaranties. The specific risks covered (and pertinent fees), are:

► Inability to convert actual profits or earnings or return of the original investment into dollars (¼% p.a. of current contract figure);

► Loss of investment due to expropriation, nationalization, or confiscation by the foreign government (½% p.a. of current guaranty); and

► Damage to or destruction of tangible property attributable to the investment as a result of war, revolution, or insurrection (½% p.a. of current guaranty).

It should be noted that investments already made or irrevocably committed are not eligible under this program.

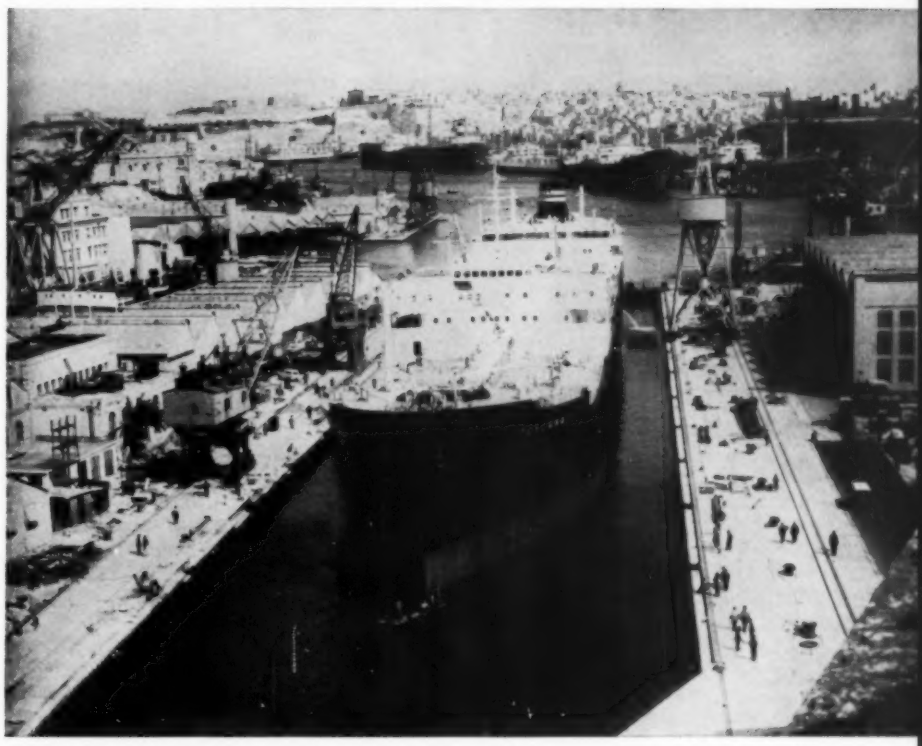
For further information on the guaranty program apply to:

Specific Risk Investment Guaranties Division
Office of Development Finance and Private Enterprise
Department of State
Agency for International Development
Washington, D.C. 20523

Firms considering an investment in Malta may obtain further information by contacting the nearest U.S. Department of Commerce Field Office or by directing an inquiry to:

Mr. Wilfrid Podesta
Director of Industry
Ministry of Trade, Industry, Agriculture, Power and Communications
30 South Street
Valletta, Malta

Finally, however, there can be no effective substitute for a personal, on-the-scene appraisal of the possibilities. Firms planning such a visit may count upon receiving every appropriate assistance from the American Embassy.



MODERN PORT FACILITIES AT VALLETTA speed the flow of Malta's commercial trade with the world.

200-room hotel in Kabul will cater to tourists

A commercial agreement was signed on April 8 between a British firm and Afghan interests for the construction of a 200-room luxury hotel in Kabul. The hotel, to be completed in three years, will cater to the international tourist trade.

The Taylor Woodrow Co. of the United Kingdom, which designed the hotel, will provide 70% of the estimated $6.5 million cost and will have responsibility for construction. The remaining 30% will be put up by the Melma Pal Co. of Afghanistan, a consortium organized by a leading commercial bank in Afghanistan.

Business confidence rising

Economic outlook moderately encouraging, but trade deficit persists

The last quarter of 1966 was a period of further political stabilization and economic recovery in the Dominican Republic.

Economically, it was a policy-making period during which the Government selected the programs of earlier administrations which it would continue and decided on new policies which it would introduce. The Government tried to promote confidence in its actions and attitudes, particularly with regard to the private business sector, both domestic and foreign.

It was also a building period, some of whose tangible results will begin to be seen even in 1967, but even more in later years.

A major continuing problem is a chronic balance of payments deficit. Despite foreign assistance and emphasis on such measures as export diversification, which eventually will ease the problem, constant Government efforts will be needed to prevent further deterioration.

At the beginning of the year, the outlook for the economy was moderately encouraging. Inheriting a very difficult political and economic situation last July, the Government has consolidated its power and shown itself capable of responding successfully to challenges to its authority. Economic and political improvements have been mutually reinforcing, and the prospects for their continuation are good.

Development coordinator

While fourth quarter industrial production in general appeared to be maintaining a steady and perhaps slightly accelerated pace, there was evidence of a rising tide of business confidence which could translate itself into important expansion activities in 1967. President Balaguer has constantly encouraged business partnership in development plans for the Republic, sought to encourage this practice by proclaiming 1967 a *Year of Development* and by naming a Development Commission to act as a focal point for coordinating private and public development effort.

Aside from a general satisfaction in the business community with many of Balaguer's policies and his demonstrated ability to maintain public order, increased confidence was manifested in other ways. For example, two new plants opened, one producing crackers and the other assembling refrigerators. While admittedly small, they embody the goals of industrial diversification and import substitution. Registration of new commercial establishments showed a distinct rise.

Evidence of industrial acceleration was found in the increasing use of two funds established to promote this type of activity—the Private Investment Fund and the Artisans Fund. From the former, eleven new loans, totaling 2.5 million pesos, were approved for manufactures ranging from automobile mufflers to ice cream. The Artisans Fund was used by 29 borrowers for a wide range of small industries such as bakeries and shoemakers.

To all appearances the housing industry is moving at a fast pace. Sales of construction materials were up and the Government's low-cost housing agency and the National Housing Bank, which provides capital to savings and loan institutions, announced plans for greatly expanded activities. A low-cost housing project in Santo Domingo progressed rapidly, and plans for several other large private and public projects were announced.

Aware that even the whole-hearted response of the business community would not produce sufficient resources for economic development, the Government has continued to emphasize its own role in mobilizing domestic and foreign resources for infrastructure projects needed for continued economic development and for relief of chronic unemployment. The 1967 budget sets aside 13% of its income for these purposes, and international agencies and other countries are showing an interest in greater participation.

Public investment in 1966 continued to be financed largely by U.S. assistance. Development projects included irrigation works, school construction and repair, water works, port and harbor rehabilitation, and street and highway construction and maintenance.

A serious hindrance to Government public investment efforts was the lack of adequately staffed administrative machinery to plan, coordinate, and implement projects. Continuity and retention of personnel was made difficult by low salaries and by staff changes made for political reasons.

In a surprise move the Government signed a contract, reportedly for 1.7 million pesos over a five-year period, with the West German firm Lahmeyer International to prepare all the studies needed for the construction of a dam on the Yaque del Norte River, usually referred to as the Tavera Dam, and to help the Dominican Government find financing for the project. Previously, studies had been done through the World Bank.

Making progress

The State-owned and controlled commercial and industrial enterprises, former Trujillo holdings now under the management of an autonomous Government corporation (CORDE), represent a large percentage of the country's industrial and commercial activity. While all but a few of these continued to lose money, CORDE appeared to be making progress in formulating a plan of action and in limiting losses.

President Balaguer has made it clear that these enterprises are responsible for their own survival and that the Government will not subsidize them.

New life was breathed into a project to construct a ten-million-peso metallurgical complex for the manufacture of such items as building construction materials, pipe, metal frames, plumbing fixtures, and kitchen utensils. This project, which is expected to be in full operation by mid-1968, eventually will be turned over to a privately-owned firm.

While exhorting the people as a whole to more responsible and productive citizenship, the Government has assumed the difficult task of putting its own house in order by reducing excess employment, curbing misuse of public funds, and changing outmoded habits of operation. The Government has taken steps to rationalize the State-owned sugar complex, and it also has achieved some success in curbing smuggling and income tax evasion.

An increased tempo of commerce in the fourth quarter continued the trend of mid-year. Santo Domingo sales were well above 1965, and often above 1964, which was a boom year in the Dominican economy. This was attributed to increased public confidence and the curtailment of contraband activities. One notable exception to the trend was automobile sales, which were affected by increased taxes and the reduced availability of credit.

Lending to the private sector was up. Commercial banks reported receiving many more requests than they were able to meet, however, and businessmen complained of tight credit. According to the limited data available, prices remained stable during the quarter.

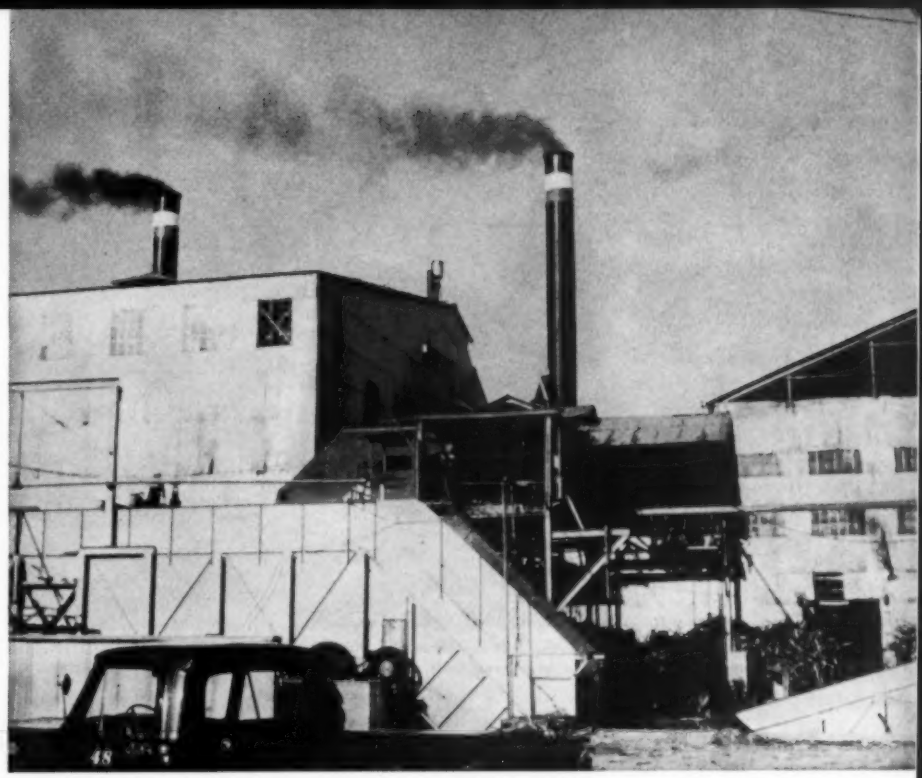
During the last quarter of 1966, the Government came close to its goal of balancing the operating budget. A tight reign was kept on expenditures. The Government, however, continued to make some payments on debts to domestic and foreign suppliers incurred in 1965. The President announced that there would be no new taxes, but that revenues would be increased by improved collection of existing taxes, a reduction in smuggling, and a drastic lowering of import duty exonerations.

The basic strategy in agricultural development which continues to receive major emphasis from the Government and from U.S. assistance, was to diversify and increase production for local consumption and to develop new crops for export, such as winter fruits and vegetables. Much of the activity was geared to the future, but some results are expected during 1967. The large investment in extension and training, seed improvements, the introduction of new varieties and techniques is creating a potential that is only beginning to be realized.

Two U.S. firms which have begun to operate on extensive holdings furthered the basic strategy by planting large areas in crops such as strawberries, melons, tomatoes, and cucumbers, which have good prospects for shipment to U.S. winter markets. Other U.S. firms have expressed interest in the similar development of unused lands.

Regarding the major traditional crops, current estimates indicate that tobacco production may be high again, even though 1966 was a bad year for sales. It is expected that next fall's coffee production will exceed the low 1966 level.

The amount of sugar cane harvested will depend to some extent on the size of the U.S. quota and prices in the world market. Production may be similar to 1966, at about 800,000 short tons. The 1966-67 cocoa crop is estimated at 37,500 metric tons, which is lower than good years in the past. Production may continue to fall, since producers are replacing cacao trees with more profitable crops.



PRES. JOHNSON'S ALLOCATION of other nations' unused 1966 sugar quotas to the Dominican Republic gave the economy a boost. This is W. R. Grace's sugarcane plant at Cartavio Plantation.

Rice production estimates range around 1966 levels, but the country will probably be self-sufficient in rice during 1967, as it was in 1966.

By virtue of U.S. assistance, the International Monetary Fund, and commercial bank loans, the Dominican Republic was able to show a fourth quarter increase of some $7.7 million in its gross foreign exchange reserves, but without such external help, reserves might have fallen by about $17 million.

High export levels

The value of exports during the last quarter, $40.2 million, was higher than during any other quarter of 1966, but this relatively good showing was accounted for mainly by unexpectedly high sugar sales resulting from President Johnson's decision to allocate all of the 1966 Philippine and Panamanian quota deficits to the Dominican Republic. Exports, however, still failed to match imports, at $44.8 million.

The annual 1966 trade deficit was $22.1 million, 70% greater than the 1964 deficit and the largest trade deficit in Dominican history.

The outlook for 1967 is clouded by what seems to be a rising trend in imports which export increases cannot match. Export and import-substitution prospects are brighter for 1968, when measures to diversify the economy will have taken hold. But unless the import trend is countered, the country will be faced with continuing and increasing pressures on its foreign exchange reserves.

As part of a program to control this trend, the Government announced that exonerations of import charges will be granted only for goods brought in under the development laws.

Among the major export categories, the big difference between 1965 and 1966 was in sugar receipts. A decline in tobacco receipts was more than offset by an increase in the value of cacao exports.

As for the 1967 outlook, current prospects are that sugar, coffee, and cacao will be under 1966 levels, and there is little hope that tobacco earnings will increase substantially. Because the coffee harvest was smaller than usual, there is some doubt as to whether the Dominican Republic will be able to fill its International Coffee Organization quota for the 1966-67 coffee year.

SOLID INVESTMENT VENTURES ARE AVAILABLE to U.S. firms in Israel, and the Government is especially cooperative in bringing in new investments. This is the Timna Copper Works.

Israeli Government measures are expected to revive sluggish economic growth rate this year

Import license liberalizations offset by prohibitive tariffs; attractive investments reportedly available at bargain prices

The Israeli economy, which has been leveling off since 1965, may reach its lowest point this summer. By late 1967, however, Government stimulation through selected investments and some tariff reductions, can be expected to nudge the economy into faster growth.

As the economy starts to move again, import demand—down in recent months—should rise and Israeli imports from the United States, which have held up encouragingly, should benefit.

The increase in real GNP for 1962 through 1964 averaged more than 10% per year, but in 1965 it was 7% and in 1966 only 1.2%. The leveling off of the economy can be attributed to two main factors, lower immigration and Government measures to reduce inflationary pressures.

Immigration has been decreasing substantially, of late, and the birth rate has dropped. Although this trend has helped alleviate the housing shortage, it has thereby caused a cutback in the construction industry, and contributed to increasing unemployment. The immigration decline coincided with steps to remove excess demand, including imports, and to restrain costs.

Current goverment policy is to bring about structural shifts needed for long-term stable development, rather than merely to resume a rapid rate of growth. Accordingly, emphasis is being given to export promotion and investments in productive enterprises that will be viable without undue protection.

Tariffs should go down

Since 1963, Israel's import policy has been liberalized principally by granting import licenses for products previously barred. Any loosening effect, however, usually has been countered by prohibitive tariffs. The chances are good that these tariffs will soon start to be gradually lowered, thus stimulating imports. Imports beneficial to infrastructure growth and to export industries will probably receive preferential treatment.

Despite the recent decline in growth of imports, exports have continued to expand. But, although they have grown continuously at a significant rate during the last decade they are still only a little more than half the value of commodity imports. In February—Israel's best export month because of the marketing of the citrus crops—exports at last caught up to imports. Seasonally-increased exports accounted for about one-third of the improvement, while a decline in imports made up the balance.

Israel's most important export, polished diamonds, is currently leading export expansion. Citrus, the major agricultural export, is also doing well. Israel continues to finance most of its trade deficit through foreign loans, gifts, reparations, and sales of bonds, particularly in the U.S.

U.S. leading supplier

The United States remains Israel's leading supplier, and its sales to Israel have remained much steadier than those of other countries. As the economy begins to pick up steam again, the United States should find this small but affluent market better than ever.

Progress on the second stage of import liberalization (the lowering of prohibitive customs tariffs) will probably be fairly slow, if progress to date is any guide, but the purchasing power is here, and reductions permitting entry should be attentively followed.

To some, investment may seem less attractive in Israel now than it was during the boom, but investment now also makes it easier to separate solid ventures from 'boom babies.' Attractive possibilities exist at bargain prices and the Government of Israel may be expected to be especially cooperative in bringing in investment.

Good opportunities exist for U.S. firms willing to establish production facilities or to license for production in Israel, particularly sub-assemblies of complex equipment, or products for export elsewhere.

The current government budget, more than 40% of the GNP, shows a 25% increase over the preceding budget for economic development, to account for nearly one-third of the budget. A major segment of this type of development is infrastructure building, such as the Port of Ashdod, a sheltered deep-water port on the Mediterranean, and an expansion of the Dead Sea Works, a potash and bromine production facility.

Swaziland will double its power supply with World Bank loan

Lack of public power has forced firms to use own generators; new project calls for more stations and transmission lines

A World Bank loan equivalent to $2,750,000 to Swaziland will assist in financing the expansion program of the Swaziland Electricity Board. The funds will be used for the installation of 16,500 kilowatts of additional generating capacity and the expansion of transmission and distribution facilities. The project will more than double the capability of the public electrical supply system in Swaziland.

Swaziland has during the past 10 years experienced a rapid expansion in the production and export of sugar, rice, cotton, fruit, forest products and iron ore, as large private investments came to fruition. At the same time, there has been considerable progress in providing the basic infrastructure on which future economic growth will have to depend. Major productive areas of the country have been linked by a new railway to Mozambique and the Port of Laurenco Marques. Roads of economic significance have been improved, and the electrical supply system has been greatly expanded by the Swaziland Electricity Board.

Public investment in coming years will be directed mainly toward the improvement of agriculture and education so that more of the people will be able to participate in the money economy.

Began in 1963

The Swaziland Electricity Board (SEB) commenced operations in Oct. 1963. In May of that year the Bank made a loan of $4.2 million to Swaziland mainly for construction of the 10,000-kilowatt Edwaleni hydroelectric plant on the Little Usutu River. Prior to that time only two towns in Swaziland were supplied with electricity: Mbabane, the capital, and Manzini, the chief commercial and industrial center.

Most of the major industries in Swaziland have their own generating plants mainly because public supplies of power have only become freely available in the last two years.

SEB's power sales in the year ending March 31, 1966 were 78% above those of the previous year due mainly to the extension of supplies to new areas. In Mbabane and Manzini the increases were 39% and 46% respectively. Between 1967 and 1970 the average annual increase in sales is expected to be about 30%. This high rate will be due mainly to the connection of northeast Swaziland into the power system. With this connection SEB's present program of major extensions into new areas will come to an end, and further expansion of electricity sales will depend largely on the growth of the economy in general.

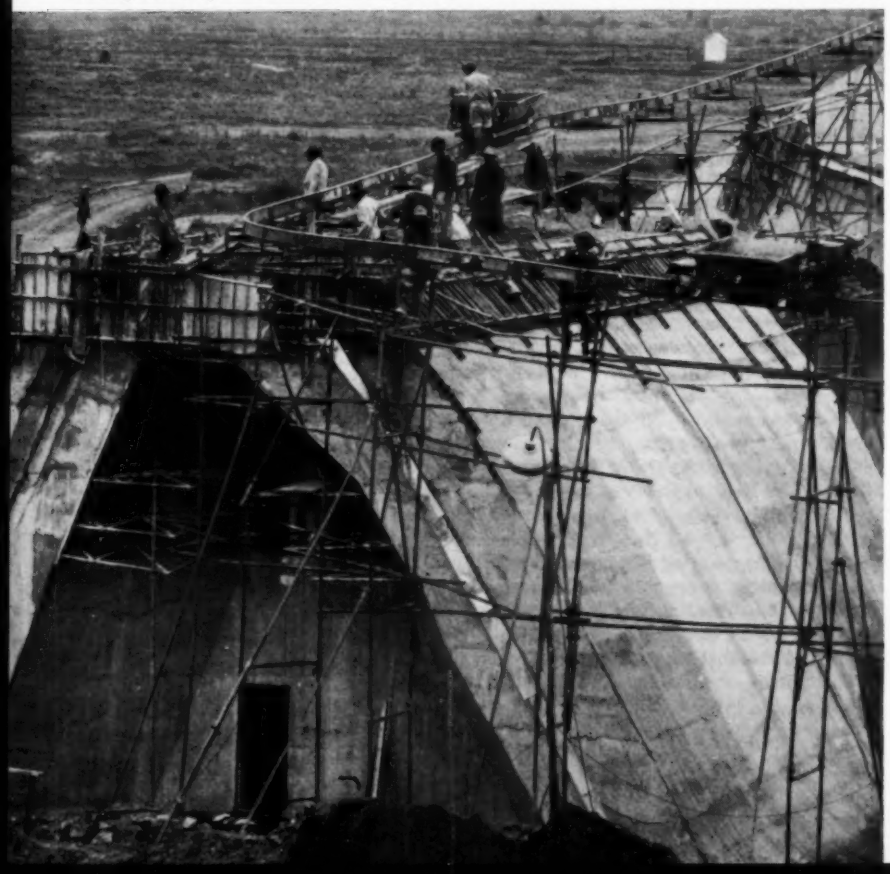
The project now being financed will consist of two parts. The first part consists of the expansion of the existing power station at Edwaleni by the installation of 5,000 kilowatts of diesel-driven and 5,000 kilowatts of water-driven generating plants, and the construction of a new hydroelectric power station of 6,500-kilowatt capacity at Magaduza, three miles downstream from Edwaleni, together with the necessary ancillary equipment. The diesel generating unit is being installed at Edwaleni to back up the hydroelectric plants at periods of low water flow.

The second part consists of the construction of a 66-kilovolt transmission line from Edwaleni, together with the necessary substations, to bring power to the Usutu pulp plant and to improve power supplies to Mbabane. The Usutu Pulp Co. operates a modern pulp mill in the center of one of the largest man-planted forests in the world; the second part of the project is dependent on the signing of a power supply agreement with the company.

The construction program is scheduled for completion in 1971 at a total estimated cost equivalent to $5.45 million. The Bank loan will cover $2,750,000 of this total; additional long-term loans of $750,000 will come from other sources, and $1,950,000 will be provided by the Swaziland Electricity Board from internal cash generation.

The Bank loan will be for a term of 20 years. The Swaziland Government will relend the proceeds of the loan to the Swaziland Electricity Board on the same terms. The loan will be guaranteed by the United Kingdom.

INDUSTRIAL EXPANSION FOR SWAZILAND is being aided by a $2,750,000 World Bank Loan. Pictured project is the Mkinkomo dam that will hold back water for more than 1½ miles. Cement is carried in trucks powered by small diesel outboards and taken on monorail from mixing site. (World Bank photo)



Commerce, Treasury regulations implement Executive Order imposing sanctions on Rhodesia

Decrees issued pursuant to UN Security Council resolution; validated export license required for all but humanitarian goods

U.S. regulations, implementing the Jan. 5 Executive Order that imposed selective mandatory economic sanctions against Southern Rhodesia (see *International Commerce*, Jan. 16, 1967, p. 45), are now in effect.

Separate regulations have been issued by the Departments of Commerce and Treasury in accordance with a United Nations Security Council Resolution of Dec. 16, 1966. They prohibit the import into the United States from Southern Rhodesia or export thereto of certain categories of goods; impose restrictions on financial dealings with that country; and prohibit dealing in or shipment of the embargoed commodities in vessels or aircraft registered under the laws of the United States.

Treasury's import prohibition covers the following categories of Rhodesian goods, including commodities made from the basic products enumerated:

SCHEDULE

Commodity	*TSUS Reference*
Asbestos, crudes, fibers, stucco, sand and refuse.	Schedule 5, Part 1, Subpart F, item 518.11.
Chromium:	
Ore and concentrates thereof	Schedule 6, Part 1, item 601.15.
Ferrochromium and ferro-silico-chromium.	Schedule 6, Part 2, Subpart B, items 607.30, 607.31 and 607.55.
Copper:	
Ore and concentrates thereof	Schedule 6, Part 1, items 602.25 and 602.30.
Copper products	Schedule 6, Part 2, Subpart C and Part 3.
Iron:	
Ore and concentrates thereof	Schedule 6, Part 1, item 601.24.
Pig iron, cast iron and spiegeleisen	Schedule 6, Part 2, Subpart B, items 607.15, 607.18, 607.20 and 607.21.
Hides, skins and leather	Schedule 1, Part 5, Subpart A.
Meat and meat products	Schedule 1, Part 2.
Sugar, syrups and molasses, confectionery.	Schedule 1, Part 10, Subparts A and C.
Tobacco and tobacco products	Schedule 1, Part 13.

The same Treasury regulation, published in the *Federal Register* of Mar. 2, proscribes the export to Southern Rhodesia of aircraft, arms and ammunition, motor vehicles and related equipment, and oil and oil products. These provisions, promulgated by the Treasury Department's Office of Foreign Assets Control, are enforceable on the activities of U. S. individuals, firms, and their foreign branches, plus subsidiaries of U. S. companies located in Southern Rhodesia.

Credit transfers banned

Financial restrictions included in the regulations prohibit all transfers of credit and all payments which relate to the prohibited imports between, by, through, or to any person or persons subject to the jurisdiction of the United States. Concerning other credit transactions, a recent reminder issued by the British Government advises that any person who lends money or otherwise gives credit to or for the account of the present regime in Southern Rhodesia, or any agency or purported agency thereof, does so entirely at his own risk, as loans being raised by this regime lack legal authorization. This follows a Rhodesian announcement on Mar. 31 that a loan for £7.5 million ($21 million) is to be floated against the issue of 5% locally registered stock.

The U. S. Department of Commerce order prohibiting shipment of the embargoed commodities in vessels documented under or aircraft registered under the laws of the United States was published in the *Federal Register* dated Feb. 1, 1967, and also was printed in *Current Export Bulletin 945* of Feb. 9, 1967.

The Department of Commerce previously acted to control U.S. exports to Southern Rhodesia, through an order published in *Current Export Bulletin 931* of Mar. 18, 1966. That order, whose provisions remain applicable, placed under validated export license requirement all shipments to Southern Rhodesia except those commodities deemed to be of a humanitarian nature as listed in the *Bulletin*.

Under that order, applications covering, among others, the commodities listed below are generally not approved by the Department of Commerce's Office of Export Control: rubber, petroleum and petroleum products, chemicals, explosives, plastic materials, iron and steel, nonferrous materials, machinery and transport equipment except agricultural equipment, automotive vehicles and other vehicles and parts, and aircraft and parts. Applications for licenses to export other commodities to Southern Rhodesia are denied unless it is found that the shipment will not constitute a significant contribution to that country's economy.

UN effort

These restrictions on U. S. trade with Southern Rhodesia climax efforts by the United Nations to have its members break off all economic relations with Rhodesia following that British colony's Unilateral Declaration of Independence on Nov. 11, 1965.

Copies of *Current Export Bulletins 931 and 945* are available at 25¢ each from the Office of Sales and Distribution, U.S. Department of Commerce, Washington, D.C. 20230, or any of the Department's 42 Field Offices.

The most pertinent sections of the Treasury regulations of Mar. 2 relating to imports of Rhodesian goods are listed below:

Subpart B—Prohibitions

§ 525.201 Transactions involving certain merchandise.

(a) All of the following transactions by any person subject to the jurisdiction of the United States are prohibited, except as specifically authorized by the Secretary of the Treasury (or any person, agency or instrumentality designated by him) by means of regulations, rulings, instructions, licenses, or otherwise, if such transactions involve merchandise outside the United States defined in paragraph (c) of this section:

(1) The importation into the United States of such merchandise;

(2) Transfers abroad whether or not the merchandise is to be imported into the United States but not including transfers involving merchandise located within and which will remain within Southern Rhodesia;

(3) All transfers of credit and all payments between, by, through or to any person or persons subject to the jurisdiction of the United States incidental to the transactions prohibited in subparagraph (1) or (2) of this paragraph.

(b) Any transaction for the purpose or which has the effect of evading or avoiding any of the prohibitions set forth in paragraph (a) of this section is prohibited.

(c) The term "merchandise" means any commodity listed in the schedule which is of Southern Rhodesian origin and any listed commodity which has been produced elsewhere from any other listed commodity of Southern Rhodesian origin. The listed commodities include processed or manufactured forms thereof to the extent such forms are included within the coverage of the referenced portions of the Tariff Schedules of the United States (TSUS).

§ 525.202 Transactions involving certain goods for Southern Rhodesia.

(a) All of the following transactions by any person subject to the jurisdiction of the United States are prohibited, except as specifically authorized by the Secretary of the Treasury (or any person, agency, or instrumentality designated by him) by means of regulations, rulings, instructions, licenses, or otherwise:

(1) All transactions involving the supply from any foreign country of any non-United States origin commodity listed in the schedule in paragraph (d) of this section directly or indirectly to Southern Rhodesia; and,

(2) All transfers abroad involving the manufacture or assembly of aircraft or motor vehicles in Southern Rhodesia.

(b) Any transaction for the purpose of which has the effect of evading or avoiding any of the prohibitions set forth in paragraph (a) of this section is prohibited.

(c) The effective date of this section is 11:59 p.m., e.s.t., January 5, 1967.

(d) Schedule:

Aircraft (all types) and equipment and materials for their manufacture, assembly, or maintenance in Southern Rhodesia.

Arms, ammunition (all types), military vehicles, and equipment and materials for their manufacture and maintenance in Southern Rhodesia.

Oil and oil products.

Vehicles, motor, and equipment and materials for their manufacture, assembly, or maintenance in Southern Rhodesia.

Subpart C—General Definitions

§ 525.301 Person.

The term "person" means an individual, partnership, association, corporation, or other organization.

§ 525.307 Person subject to the jurisdiction of the United States.

(a) The term "person subject to the jurisdiction of the United States" includes:

(1) Any person, wheresoever located, who is a citizen or resident of the United States;

(2) Any person actually within the United States;

(3) Any corporation organized under the laws of the United States or of any State, territory, possession, or district of the United States; and

(4) Any partnership, association, corporation, or other organization organized under the laws of, or having its principal place of business in, Southern Rhodesia which is owned or controlled by persons specified in subparagraph (1), (2) or (3) of this paragraph.

Subpart D—Interpretations

§ 525.403 Transactions between principal and agent.

A transaction between any person within the United States and any principal, agent, home office, branch, or correspondent outside the United States of such person is a prohibited transaction to the same extent as if the parties to the transaction were in no way affiliated or associated with each other.

§ 525.404 Insurance of embargoed goods.

Sections 525.201 and 525.202 prohibit the unlicensed insurance of merchandise listed therein.

§ 525.405 Stockpiling in Southern Rhodesia.

Section 525.201 does not prohibit transactions involving the production in Southern Rhodesia of merchandise listed therein for consumption or for stockpiling in Southern Rhodesia provided such merchandise will remain in Southern Rhodesia.

§ 525.406 Processing of embargoed goods for Rhodesian account.

Section 525.201 prohibits transactions involving processing, manufacturing, packing, or storing of merchandise listed therein for the account of Southern Rhodesia or any person owned by or acting for or on behalf of Southern Rhodesia.

Hamburg chemical dealer loses U.S. export rights

Claus Huth, chemical dealer in Hamburg, Federal Republic of Germany, has been denied U. S. export privileges indefinitely for failing to account for the disposition of 14 shipments of U.S.-origin chemicals, the U. S. Department of Commerce announced today.

Huth, an export-import operator, received the chemicals between March 1963 and July 1965, and failed to account to the Department's Bureau of International Commerce (BIC) for their disposal.

All validated export licenses in which Huth has an interest are cancelled. The respondent, his agents and employees are prohibited from participating in any export transactions involving U.S. commodities or technical data.

U.S. export regulations provide that without authorization from the Department of Commerce, no party may trade in commodities or technical data exported from the United States, with a party he knows has been denied export privileges.

Alliance loans help Mexico buy U.S. equipment, services

Proceeds of loans will be used to equip new mint, buy dredge for East Coast ports

The Export-Import Bank and Nacional Financiera, S. A., the Mexican Government credit agency, have signed two Alliance for Progress loan agreements activating a total of $5.3 million of U.S. credit. The proceeds of both loans will be used to purchase U.S. equipment and services needed in Mexico's economy.

One loan, for $3.5 million, will enable Nacional Financiera to purchase equipment and services needed in a new mint. The present mint is in a 300-year-old-building and uses equipment dating from prior to World War I. Principal supplies under this loan include E. W. Bliss Co., Salem, Ohio; Electric Furnace Co., Salem, Ohio; Ransohoff Co., Hamilton, Ohio; Yoder Co., Cleveland, Ohio; Productive Equipment Corp., Chicago; and the IGE Export Division of the General Electric Co., New York.

The loan for $1.8 million will be used to help finance the purchase of a dredge which will be used initially to improve ports on Mexico's east coast. Part of this improvement program will provide deep water facilities for a fertilizer plant under construction near Veracruz. The dredge will be supplied by Bauer Dredging Co., Inc., of Port Lavaca, Texas, which is participating in the financing.

In another action, Eximbank authorized a $5.1 million Alliance for Progress loan to Aceros Nacionales, S.A., a leading Mexican manufacturer of wire products. Proceeds of the Eximbank loan will be used to finance the purchase in the United States of a rod mill and related equipment and services needed in an expansion program.

Birdsboro Corp. of Birdsboro, Pa., has been selected to supply the rod mill for the plant at Tlalnepantla, 15 miles north of Mexico City.

The expansion is scheduled to be completed in July of 1969. The firm now accounts for some 46% of total Mexican wire products output.

U.S. suppliers exempted from Greek tax on foreign credits

However, benefits to U.S. suppliers will probably be slight; foreign trade activities returning to normal after coup

On Jan. 1 the Government of Greece instituted a tax on the interest earned by foreign suppliers on their commercial credits to Greek importers. U. S., British, and German firms are exempt because of existing bilateral treaties on the avoidance of double taxation.

In the case of U. S. firms, however, this exemption applies only if the annual interest rates are 9% or less. When the interest rate is higher, the U. S. supplier must pay the tax on the amount exceeding 9%.

The general rate of the new tax is 38.42%. A special rate of 10% applies for French and Swedish firms, under bilateral agreements with those countries.

Another exemption is in the case of foreign-controlled firms in Greece. If a supplier in any foreign country owns more than 50% of a firm in Greece which effects a transaction with a Greek importer, the foreign supplier's credits to the Greek importer for imports under this transaction are exempted from the tax on interest. In such cases, the interest payments by the Greek importer are considered to be domestic earnings of the foreign-controlled firm in Greece which effected the transaction, and these earnings are subject to the ordinary Greek taxes on profits.

Greek importer pays

Payment is effected by the Greek importer, who is responsible for retaining from his interest payments to the foreign supplier the amount of the tax on these payments. He is obliged to remit the amount of the tax to the Ministry of Finance within one month of his signature of the draft or bill of exchange covering the imports. This applies not only to private importers but also to quasi-governmental and governmental importers.

The measure was introduced because of the large increase in foreign suppliers credits over the last few years. The apparent intent of the measure is to induce the foreign suppliers to cease offering short-term commercial credits to Greek importers (or—what amounts to the same thing—to increase the interest rates on such credits to a point at which the credits become too expensive for Greek importers).

It is expected, however, that most foreign suppliers will not be so willing to abandon their share of the generally profitable Greek market; therefore, the corollary intent of the new tax is to induce those foreign suppliers who raise their interest rates to make the burden more bearable for their Greek customers by allowing repayments to be made over a longer period.

Eventually, the Greek banks may be in a position to finance these imports. It is estimated that if Greek banks were to do the financing, Greece could save $15 million in foreign exchange annually by paying interest in drachmas rather than foreign currency.

The exemption provided for U. S. firms could prove beneficial, except for the fact that their keenest competition comes from suppliers in those countries which also enjoy an exemption or partial exemption (the United Kingdom, Germany, and France). This, coupled with the fact that many foreign firms will probably absorb the tax without increasing their interest rates to Greek customers, indicates that the actual benefits to U.S. exporters will probably be slight.

Business as usual

Following the takeover of the Greek Government by a military regime, banking, commercial, and foreign trade activities have returned to normal. Existing economic legislation remains in effect and the new government has pledged itself to honor Greece's international commitments.

New Zealand to buy fewer cars; restricts used car sales also

Drop in wool export prices impairs balance of payments

New Zealanders will use less foreign exchange and import fewer cars as a result of a recent New Zealand Government decision.

New Zealand has run into severe balance of payments problems as a result of a decline in export prices for New Zealand wool.

The New Zealand Government has extended the non-resale covenant on new cars from one to two years. The extension, announced on Mar. 17 by the Minister of Customs, went into effect on Apr. 3.

New covenant terms

Under the terms of the new covenant, purchasers of new cars or station wagons must agree not to resell the vehicle within two years of registration without first offering it to the dealer from whom it was purchased. The terms for resale to the dealer are original purchase price less depreciation of £12 (33.60) per 1,000 miles. The minimum depreciation allowance remains at £75 ($210) with the maximum having been raised to £400 ($1,120).

According to the Minister of Customs, the Honorable R. L. Shelton, the two-year-limit was designed to cushion the effect of the pending cut in automobile imports by slowing down the demand for new cars.

Dealers making repurchases under the terms of the covenant are required to resell the vehicle at not more than list price and obtain another covenant from the new owner for the remainder of the two year period. Dealers cannot require a trade-in in cases where they sold a car under covenant for the second time.

The U. S. supplied 4% of New Zealand's imports of motor vehicles ($113 million) in fiscal 1966. The United Kingdom and Australia were the largest suppliers of motor vehicles to the New Zealand market.

Spain sets production minimums for establishing industrial plants

Actions affect food industry most; other areas concerned include textiles, chemicals, metals, building materials

Spain's Ministry of Industry recently declared new minimum production standards for 1967 as prerequisites for the authorization to establish new industrial plants for these industries: food, textiles, chemicals, metals and metal products, machinery, and construction materials. Special authorization will be required from the Ministry of Industry for installation of plants to meet the new minimum conditions.

The more significant of the new changes occur in the food industry. For the production of processed vegetables, the minimum processing capacity for both automatic and partially automatic processing is raised 33% to 4,000 metric tons of fresh vegetables per year. In addition, plants installed with partially automatic production systems must be provided with washing, scalding and vacuuming equipment, closing machinery, sterilization equipment and a steam supply boiler.

In the fish processing industry, minimum required capacity is raised 80% to 1,000 metric tons of processed products per year.

New sugar refineries must have automatic sample-taking and analysis equipment, and mechanical sugar beet unloading systems. Also introduced were new minimum capacity requirements of 10,000 kilograms daily production each for chocolate and for cookies, 8,000 kilograms for food pastes, and new requirements for automatic processing machinery for these products.

In the chemical industry, new minimum yearly capacities were set for the production of acrylonitrile, 20,000 metric tons, and alcaline polyphosphates, 30,000 metric tons. Minimum capacities were raised to 125,000 metric tons per year for chemical wood pulp, and to 70,000 metric tons per year for newsprint.

No standards were included to cover the production of internal combustion engines of more than 2,500 hp. Dump truck production minimums were lifted to 2,500 units per year, and a new minimum of 250 units per year was set for plants which would produce auxiliary deck machinery for vessels.

For the construction material industry, gypsum production must be a minimum of 200 metric tons per day, and cement production 1,500 metric tons per day. No standards were set in the decree for glazed tile production.

Besides the importance of these requirements to U.S. firms considering the establishment of businesses in these industries, the decree is a broad measure of expected increases in export sales opportunities for the indicated industrial machinery required for the new plants.

For a loan copy of the translated decree, **write:** European Division, OIRE/BIC-888, U.S. Department of Commerce, Washington, D.C. 20230.

Yugoslavia eases imports of autos and cigarettes

Yugoslavia's Federal Executive Council will make available $10.4 million in foreign exchange for the import of foreign automobiles and parts. Automobiles, to be sold in Yugoslavia to private citizens for dinars, will account for $7 million, while $3.4 million will go for parts, to be distributed especially to the tourist areas.

The Council also transferred cigarettes and cigars to an import category enabling them to be imported more expeditiously by enterprises with foreign exchange. Tobacco products, formerly under the goods and foreign exchange contingents, now will be imported under the global foreign exchange quota so that hotels and catering establishments can stock foreign brands more readily. An imported pack of cigarettes costs about 72 cents (nine new dinars) and it is believed the price will be prohibitive to most Yugoslavs.

Syria sets up independent trading company for drugs

The Director General of the Syrian State Import-Export Trade Organization (SIMEX) has announced the creation of an independent trading company for the import and export of pharmaceuticals. This is the first of the separate State corporations to be organized on a commodity basis that will eventually replace SIMEX.

India extends open general license on some imports

India has extended up to Sept. 30, 1967 the Open General License (OGL) permitting any person to import into India without monetary or quantitative restriction these items: cashew nuts, wattle extract, wattle bark and other tanning substances, and raw or salted hides and skins (excluding fur skins and reptile skins).

These products were first placed on OGL on June 23, 1966 to stimulate their processing and reexport as prepared cashews and tanned leather products. Raw jute, placed under OGL in Sept., 1966, is not included in this extension of the OGL.

East Africa switching to Brussels Nomenclature

The Governments of the East African States (Kenya, Tanzania, and Uganda) have recently announced their intention to change the tariff classification system of East Africa from the present local form to the widely used Brussels Tariff Nomenclature (BTN).

Parliamentary approval of this change will be sought later this year and the tentative date of official changeover is January 1968.

In the interests of making this transition as smooth as possible, the East African Governments have requested that, beginning July 1, both local importers and foreign exporters, when declaring goods on their invoices, begin to show both the current East African tariff numbers and the BTN numbers which are applicable. This is intended to ensure that the customs staffs in East Africa will be thoroughly familiar with the BTN classifications when the new tariff comes into force.

The U.S. Department of Commerce urges U.S. exporters to comply with this request by declaring on their invoices the appropriate BTN number of each item, as well as the current East African tariff item number.

Singapore opens N.Y. office to assist potential U.S. investors

Country's ambassador stresses factors favoring U.S. firms' entry into manufacturing operations

Firms contemplating investment in Singapore have now available in the United States a valuable source of information regarding investment incentives in the new but economically bustling country. Just a few weeks ago, Dr. Wong Lin Ken, the Republic of Singapore's Ambassador to the United States, formally opened the Singapore Investment Center in New York and used the occasion to stress the importance of industrial investment by U.S. companies in his 225-square-mile country.

Cited as factors favoring the establishment by U.S. firms of manufacturing operations in Singapore were the country's political and financial stability, its energetic and educated population of 2 million and the government's practical measures for developing and maintaining a favorable business climate. Tax and investment incentives, according to Joseph P. Bourdrez, the Center's Director, include a five year tax holiday to firms manufacturing for export with over a stipulated minimum capital investment in Singapore.

Other incentives which became effective on January first of this year are:

- A corporate tax rate of only 4%, compared to the normal 40 percent rate, for firms realizing 20% of total profit from exports, provided export sales total $33,333 a year or more.
- Tax exemption from 2 to 5 years on a maximum of 40% of profits which result from increases in plant capacity of at least 30%. This to encourage plant expansion.
- No tax on interest paid on approved loans to Singapore firms for the purchase of capital equipment from abroad.

In addition to these incentives, one to three year tax write-offs are available, double tax deductions are allowed for overseas expense in promoting Singapore products, there is no capital gains tax and Singapore allows free repatriation of profits and capital in the currency of the original investment.

The Center welcomes inquiries from U.S. businessmen concerning any aspect of investment in Singapore and is prepared to render counsel and assistance on specific problems. **Write:** The Singapore Investment Promotion Center, 219 East 49th St., New York, N.Y., 10017. Attention: Mr. Joseph P. Bourdrez, Director.

German woodworking machinery maker seeks licenses from U.S. firm

A West German manufacturer of woodworking machinery, wants to implement its current diversification program, by becoming the licensee of an experienced U.S. firm to make all types of small and medium sized machines in its field.

The firm would also consider offers from possible licensors in other fields of machinery construction to make machines for the rubber, metalworking, and ceramics industries. It has 37 employees and its products are reported to enjoy a good reputation.

Write: "Meisterin"—Maschinenfabrik Hans Fleckenstein GmbH, 90 Marnheimerstrasse, 16719 Kirchheimbolanden, Federal Republic of Germany. WTD.

Soviet trading firm offers licenses to U.S. producers

Licensintorg, the Soviet trading company that buys and sells patents, is offering licenses for Soviet inventions to U.S. business firms which may wish to produce them in the United States. Full technical information, blueprints and samples are reportedly included in Licensintorg's services.

A free newsletter listing some of these licenses can be obtained from the firm's U.S. representative, Amtorg Trading Corp., 355 Lexington Ave., New York, N.Y. 10017 (212-MU2-7404).

Indian pen producer wants U.S. license for quality pens

A Bombay pen manufacturer seeks a license to produce high-priced, quality pens, including ball point pens. A U.S. licensor is requested to provide technical assistance, particularly during the initial stages of the operation, patents and designs. As the Indian firm's brand name is well known on the domestic market, it is not interested in utilizing the U.S. licensor's trade name.

The Bombay concern, reportedly one of western India's three largest pen producers operates a modern facility with a daily capacity of 1,500 dozen pens and 300 gross nibs based on two 8-hour shifts. Current production is approximately 1,100 dozen pens and 250 gross of tipped and untipped nibs per day. The firm makes 100 different types of pens and 15 different styles of ball point pens in a medium price range. The Bombay company has around 450 employees, including 46 traveling salesmen. Branch offices are located in such major Indian cities as Calcutta, Madras and Delhi.

According to the Indian firm's market survey, indications are that domestic demand for pens will rise to about 400 million pens in 1971. Current capacity is estimated at approximately 100 million pens. Also, the firm claims there is a growing demand for high price pens, which are now produced in small quantities by two or three manufacturers. In addition, the Bombay concern plans to export around 20% of envisaged production to countries in the Middle East, Far East and Africa.

Demand for pens in India is steadily increasing, but principally for those in the low and medium price range it is said. The demand for quality pens, although also growing, is centered mainly in urban areas. Competition exists among several major manufacturers, plus that provided by small firms, some of whom produce low quality pens.

To obtain additional details about this opportunity interested U.S. pen manufacturers should **write:** Gujarat Industries Private Limited (GIPL), Lalji Mansingh Building, Lohar Chawl, Bombay 2, India. WTD.

Australian industrial development office features licensing contracts

Offers hot drink dispenser license to U.S. firms; seeks licenses for fluid couplings, electronic parts

Firms interested in licensing the manufacture of their products in Australia can obtain valuable advice and assistance from the Office of the New South Wales Centre for Industrial Development Opportunities in New York. Although concerned primarily with promoting the economic development of the State of New South Wales, the Centre works closely with the New York Office of the Australian Government Trade Commissioner in assisting U.S. firms who seek Australian licensees. According to the Centre's Senior Representative, a professional engineer, the Centre has in its files the names of at least 200 Australian firms interested in licensing or similar affiliation arrangement with U.S. companies.

The Centre's motto is "Don't procrastinate—ask us to investigate", a slogan it does not hesitate to apply to its own efforts. Its professional staff is not content to await business in New York. It makes periodic visits to large industrial centers throughout the country and in face-to-face interviews with the representatives of selected industries discusses in detail the types of licensing and similar collaborative opportunities with Australian firms it has to offer. If a U.S. firm is interested in licensing its product for manufacture in Australia but the Centre has no request from an Australian firm for such a license it will have its parent organization in Australia search for one.

Flow of know-how

Important aspects of the Centre's responsibilities include the flow of U.S. technological know-how into Australia and arranging contacts for New South Wales industrialists visiting the U.S. It can, therefore, be particularly helpful to potential U.S. licensors in arranging interviews with visiting Australian possible licensees. The Centre's handbook on New South Wales can be of value to U.S. firms contemplating penetration of the Australian market by licensing or similar arrangements.

Licensing is not a one-way street from the Centre's viewpoint. It is anxious to interest U.S. firms in becoming licensees of Australian firms as well as licensors. For example, it has full details on an offer by a small Australian firm which manufactures specialized sheet metal products, exports to a broad range of countries and has an Australia-wide sales organization. This firm is willing to make available a manufacturing license for a patented hot drink dispenser. The license should be of particular interest to a U.S. firm with manufacturing facilities, strong in speciality merchandising and selling to offices, commercial and industrial establishments. The Centre identifies the opportunity as D6339.

Typical examples

Two licensing arrangements sought by Australian firms are cited as typical of the opportunities in the Centre's files.

Electronic Components. With a view to sales representation and licensed production in Australia, a manufacturer of electronic components affiliated with a distributing organization would like to contact and discuss mutually advantageous business arrangements with experienced U.S. manufacturers of industrial electronic components, communication equipment, HF, VHF and UHF antennae and commercial marine electronic equipment. Reference No. D1303.

Double Sealing Fluid Couplings. An Australian manufacturer of airline gauges, air blow guns, water faucets, couplings and air hose fittings would like to extend its range of air couplings and add a line of liquid or gas couplings which seal at both ends, through licensing arrangements with U.S. manufacturers. The firm is also interested in making complementary accessory and tool items in this field. Reference No. D6754.

Detailed descriptions of these proposals and the Australian firms making them are available from the Centre by citing the appropriate reference numbers. Firms wishing to learn more about penetrating the Australian market through licensing, technical know-how or similar arrangements and interested in obtaining the Handbook and similar data on the Australian economy should **write:** The New South Wales Centre for Industrial Development Opportunities, 680 Fifth Ave., New York, N.Y. 10019. Attention: Mr. Frank E. Rule, Senior Representative.

Swedish firm seeks licenses to make automated machines

Interested in sophisticated machinery and equipment

A prominent Swedish manufacturer of highly sophisticated pneumatically and hydraulically operated automatic machinery and equipment, used principally in the glass, pulp and steel industries, is interested in acquiring international licensing rights for similar sophisticated machinery and equipment, although these need not be limited to use in the above three industries.

The firm currently makes glass container manufacturing equipment, representing 85% of its turnover, hydraulically operated automatic machinery for baling and handling of pulp in cellulose plants, and similar equipment for bundling and binding of rods and wire coils in steel plants. Between 80 to 85% of the company's total turnover is exported.

Licenses are sought for new products requiring a high degree of engineering sophistication and manufacturing technical know-how and which can be manufactured in sufficiently large quantities to permit rationalized production. Direct sale to using industries, rather than through distributors is desired.

The Swedish firm reportedly has a highly efficient administration, design, engineering and production staff which is reflected in the extremely high quality of its production. These machines are claimed to be often operated by the glass, pulp and steel industries continuously, 24 hours a day, requiring foolproof design and craftsmanship and a very high level of quality.

Founded in 1856, the Swedish firm's head office and main plant in Sundsvall employs 500 and another plant in Orebro has 200 employees. Present annual volume is around $15 million. The company is a subsidiary of a firm with other subsidiaries and affiliates throughout the world and has its own marketing organization for hydraulic equipment.

Firms interested in discussing licensing arrangements with the Swedish company should **write:** Bureau of International Commerce, Office of International Investment, 876, Department of Commerce, Washington, D.C. 20230. WTD.

Nigerian tin mining firm seeks partner to expand and modernize operations; offers equity participation in venture

Firm operates one of the largest open cast type tin mines; company's sales volume is reported to be $785,000 yearly

A joint venture to expand present substantial operations is sought by the company operating one of the largest and reportedly one of the best run of the African owned tin mines in Nigeria.

The firm wants to modernize and increase production. It offers equity participation in return for approximately $125,000 in the form of machinery and equipment. Needed is a 6-inch gravel pump with 40 hp. diesel engine; an 8-inch monitor and pump with 80 hp. diesel engine; a D6 Caterpillar bulldozer with control unit and blade; a ¾ cubic-yard diesel dragline and a Richards jigs tube.

The Nigerian concern in 1964-65 produced about 112 tons of cassiterite and two tons of columbite. As is generally the case in Nigeria, this tin mining is of the open cast variety, most of the ore being obtained by hand excavation. The firm, however, does have trucks and some mechanized equipment to refine the ores in preparation for sale to the local smelter. Some 300 workers are employed, and a large number of other laborers work the company's claim on a contract basis.

Volume of sales reported is at around $785,000 a year, the company's leases have been increased from 1,100 to 1,600 acres and production has increased substantially. All of the 1,100 tons of tin produced in Northern Nigeria is smelted at the town of Jos and then exported.

Firms interested in following up this opportunity should **write:** M. K. Bolokan Ltd., Jenta New Layout, P. O. Box 117, Jos, Northern Nigeria, Nigeria. Attention: Mr. P. O. Bolokan. WTD.

Investment Assistance

Firms responding to investment opportunities may wish to inform the Bureau of International Commerce of their action, for follow-up assistance where appropriate. This will insure receipt of additional information as it becomes available.

A (*) following the name of the foreign firm indicates that additional information is available by writing the Department of Commerce (BIC-876), Washington, D.C. 20230.

WTD indicates that a World Trade Directory report containing financial and business background information is available at $2 each from the Department of Commerce (BIC-916), Washington, D.C. 20230.

Special assistance is available to firms interested in joint ventures or licensing agreements abroad. Call Area Code 202, WO 7-4065 or write Department of Commerce (BIC-878), Washington, D.C. 20230.

Three European firms seek U.S. licensees for their products

A German manufacturer of glues and adhesives, a Swiss inventor of an animated music reading system, and a French producer of aerial vehicles for use in the maintenance of electrical power installations, seek U.S. licensees to manufacture their products for the U.S. market.

To obtain additional information concerning these products and the names and addresses of the manufacturers, write the Office of International Investment, code 874, Bureau of International Commerce, U.S. Department of Commerce, Washington, D.C. 20230, referring to the appropriate File number assigned each opportunity described below.

- A German company seeks a U.S. licensee to manufacture its line of glues and adhesives developed principally for use in the wood processing and furniture industries. Most of the German firm's products are manufactured to the specific requirements of its customers and several types of glues are based on synthetic resins. The producer says some of the glues and adhesives are particularly suited to bond plastic sheeting or laminates to wood, to use for joining wood-particle boards and construction assemblies, and to bond panels and veneers to wood. The various glues were designed for cold, warm or hot applications. Major advantages claimed for these products are very short setting times thus reducing pressing periods, resistance to moisture and consistency in quality. In addition, the glues do not damage tools and, if protected from freezing conditions, have unlimited shelf life. **File 1498.**

- A license is offered by a French firm for the production in the U.S. of cable suspended aerial transportation vehicles designed for use in the maintenance and repair of such long distance electrical power conveyances as electrical cables and high wire installations. The lightweight, foot-powered "bicycles" and "quadricycles" are runner and roller guided and equipped with extension arms and adaptable clamps. In addition, the vehicles are provided with safety belts and aluminum tubular type platforms for use by one or two workmen. According to the manufacturer, this equipment is currently being utilized in France and some other countries for operation on various electrical distribution networks. **File 1499.**

- A Swiss inventor offers a U.S. firm to license for the production of his animated music reading system for the piano and other instruments and of a digital training apparatus for pianists and violinists.

The reading system for pianos, called a Metrophone, is placed in front of the piano player and replaces the music score. An animated ruler moving from left to right shows even a beginner the correct note and how long it should be played. The graduation on the ruler corresponds with the fingering chart placed behind the keyboard. The speed of the ruler can be regulated enabling the beginner to repeat the musical piece at different speeds, thus gradually assimulating the technical difficulties and rhythm. The main advantages of the system, according to the inventor, are that the amateur musician sees the exact note to play and does not need to read one or several bars in advance.

It is claimed by the inventor that by using the digital training apparatus, called a Prestidactyle, professional pianists can warm up their muscles in five minutes instead of the conventional two hour exercise on the keyboard. **File 1457-R.**

Malaysia lists tenders for radio transmitters

The Ministry of Information & Broadcasting, has issued Tender No. 1/KPP/SABAM/67, for mediumwave and shortwave transmitters.

Bid deadline is June 6.

Bid should offer one 50 kw shortwave transmitter for Kajang Overseas Station, West Malaysia, two 10 kw mediumwave transmitters and two 10 kw shortwave transmitters for Radio Malaysia, Sarawak, two 10 kw mediumwave transmitters and two 10 kw shortwave transmitters for Sabah.

Copies of tender announcement and specifications are available from the Chief Planning Engineer, Ministry of Information & Broadcasting, Jalan Mountbatten, Kuala Lumpur, or on a short-term loan basis to firms located in the U. S. from the Electronics Div., BDSA-658, Rm. 4125, U.S. Dept. of Commerce, Washington, D.C. 20230. (Telephone: 202-967-2328.)

Greece issues tenders on desalting installation

Syros Island Community needs fresh drinking, irrigation water

The President of the Community of Phoenix, Syros Island, has issued an international tender soliciting bids for the procurement and installation of a sea water desalting plant to produce fresh water for drinking and irrigation at a daily rate of about 395,000 to 530,000 gals. The deadline for submission of bids is June 18.

Bidding proposals must be submitted in Greek and delivered personally or by duly authorized representative to the bidding committee in Phoenix. The bid invitation stipulates no specifications, and no desalination process is indicated as preferred. Bidders, therefore, will be free to propose whatever system they think would suit the requirements of the community of Phoenix. Local and foreign firms are eligible to participate if they furnish adequate guarantees concerning their operations and equipment.

The bid invitation containing terms and conditions is available in Greek only. Bidders will be required to include the following data in their proposals: output capacity of plant, which would be between 395,000 and 530,000 gals. daily; plant operation costs and cost of water on a daily basis (production costs to be stated separately); salt content of the desalted water expressed in P.P.M., and the physical characteristics of the water to be produced; similarity to rainwater; description of the installations that will be required; manner and time of delivery of the installations in operating condition at Phoenix, value before tariffs, but including brokerage charges and erection costs. Transportation and erection costs to be stated; acreage of the site that will be required for erection of the plant; manner of payment.

Deferred payment in semi-annual sinking installments with a minimum repayment period of five years is preferred, the first installment representing 20 percent of the value of the installations to be paid within a reasonable period (not earlier than three months) after the installations have been delivered and a competent committee has ascertained that the plant operates satisfactorily and that terms and conditions have been adhered to.

After bids are evaluated, if the Committee finds that the cost of the water will be too high, it may decide to make no award.

Within 15 days after receipt of the award decision, the successful bidder must himself, or through a representative, sign the contract at the Community premises. If he fails to do so, his two percent bond will be forfeited.

Jamaica Dam project needs able contractors

The Jamaica Water Commission intends to invite selected contractors to submit tenders on a fixed rate basis for raising and stabilizing the Hermitage Dam, including the construction of a large-diameter spillway tunnel through difficult ground.

The entire project is expected to cost approximately $3,400,000. The tender documents will be issued in the fall of 1967, with construction to start by January 1968.

The contractor selected will be required to enter into an association with a firm of contractors already established and domiciled in Jamaica, although the contract will be between the contractor selected and the Water Commission.

Registration forms may be obtained from Howard Humphreys & Sons, 4 Marescaux Rd., Kingston 5, or Howard Humphrey & Sons, Kennet House, Kings Rd., Reading, Berkshire, England. The closing date for the issue of registration forms is May 31.

U.N. calls for variety of scientific supplies

The United Nations is offering a tender for the supply of 40 galvanometers of various frequency, resistance, and sensitivity; two oscillographs; two shunt boxes; one electric self-starter; four recording magazines; 35,000 M recording photo paper, 12 cm.; 18 seismometers.

The tender number is 6-20-10963, and the bid deadline is May 18. Bids should be submitted to Mr. A. W. Cooper, Procurement Officer, United Nations, Rm. 2145, New York, N.Y. (Telephone: 212-754-1234, Ext. 153). The supplies are for delivery to C. & F. Skopje, Yugoslavia.

Tender documents are available on loan to firms located in the U.S. from the Scientific, Photographic & Business Equipment Div., BDSA-666, U.S. Dept. of Commerce, Washington, D.C. 20230. (Telephone: 202-WO 7-2939).

Iraq invites bidders on school construction

Baghdad University to enter phase four of building program

The Ministry of Municipalities & Works invites tenderers and civil engineers registered or intending to register in Iraq to participate in the tender for the construction of phase four of the University of Baghdad comprising the Mosque of the University, the library, class and lecture halls and general services at the site such as water supply, irrigation, sewage, electricity and all other works stated in the tender documents.

Only contractors who have had previous experience in executing works of a similar nature and magnitude can apply for the tender documents which may be obtained for $700 from the Iraqi Embassies in Cairo, Beirut, London, Tokyo, and from the consultants, Messrs. Architects Collaborative International, Ltd., Via Gorizia 24-C, Rome, Italy.

Bids should be accompanied by a preliminary deposit of $210,000, and sent to Secretariat of Tender Committee, Ministry of Municipalities & Works, Baghdad. Maximum completion time is 800 days, and the maintenance period is 18 months. Bid deadline is July 18.

Swaziland invites bids on canal, conduit needs

Bids are sought by the Govt. of Swaziland for the completion and maintenance of one or both of the following two contracts: construction of a lined canal, pondage, power houses and ancillaries and gravel access road, and for supply and installation of 81″, 62″, and 48″ diameter steel conduits and a concrete lined steel surge shaft.

Interested firms may obtain tender documents from the Consulting Engineers, Messrs. Ninham Shand & Partners in Mbabane or Pretoria, South Africa. Bidders should submit tenders in sealed envelopes, bearing the name and address of the tenderer and the tender number and mail to The Gen. Mgr., Swaziland Electricity Board, P.O. Box 258, Mbabane to reach the above address not later than 12 p.m., July 3.

Iraq seeks bids on 34 items, includes metallic, lead supplies

The Ministry of Oil, Baghdad, has asked for bids by May 20 on Tender No. TAWZEE/10/1967 covering 34 items. It includes steel bars, angles, plates and sheets; brass and bronze bars and brass plates; aluminum and lead plates.

Terms and specifications may be obtained from Adm. of Distribution of Oil Products, Ministry of Oil, P.O. Box 302, Baghdad, against payment of $5.60 per set plus $0.50 airmail charges.

World Trade Opportunities Continued to page 39

The firms and individuals in the following lists are interested in trade relations with U.S. businessmen. The commodities in which they have expressed interest are indicated by the numbers preceding the commodity classification. These numbers refer to the Standard Industrial Classification (SIC) Manual, which is available for $2.50 a copy from the Superintendent of Documents, U.S. Government Printing Office, Washington, D.C. 20402.

Every effort is made to include only firms or individuals with good reputations. However, the Department of Commerce cannot be responsible for any resultant trade relations.

The listing in INTERNATIONAL COMMERCE of opportunities to trade in specific commodities and technical data does not necessarily imply approval of their export by the U.S. Department of Commerce pursuant to the U.S. Export Control Act. For applicable export licensing regulations and policies, see the Comprehensive Export Schedule or consult the Bureau of International Commerce's Office of Export Control or any Department of Commerce Field Office.

- ● indicates that the trade opportunity represents a request for bids by a foreign government agency. A (★) following indicates that additional information may be borrowed by firms located in the U.S. from the Business and Defense Services Administration (BDSA), U.S. Department of Commerce, Washington, D.C. 20230; telephone numbers indicated. To avoid delay, requests for loan material should specify country and commodity.
- ★★ indicates opportunities obtained by U.S. trade missions to other countries. A (★) following these indicates that additional information may be obtained by writing the Trade Opportunities Staff, BDSA-624, U.S. Department of Commerce, Washington, D.C. 20230. The TM (trade mission) number is requested in correspondence. Requests for loan material should specify country and TM number.
- **WTD** indicates that a World Trade Directory report is available on the foreign firm for which the trade opportunity is listed. These reports, indicating type of organization, sales territory, size of business, sales volume, trade and financial reputation, and other factors, are available for $2 each from the Bureau of International Commerce, BIC-916, U.S. Department of Commerce, Rm. 6059. Telephone: 202-WO 7-4203. The date following the letters WTD refers to the date of issuance of the report. If WTD is in preparation, action will be completed on a priority basis upon receipt of request specifically identifying the trade opportunity involved.

Sales Leads for Exporters

Listed below are companies interested in buying U.S. products. Direct purchases are wanted unless a desire for an agency agreement is expressed.

121 Bituminous coal

● **NIGERIA**—Govt. of Nigeria urgently needs 50,000 metric tons of bituminous coal for railway and utility use. Size 1-3"; calorific value not less than 13,000 Btu's per lb., ash content not to exceed 8.0% weight. Sulphur not to exceed .8%; chlorine content not to exceed .1%. U.S. Suppliers with FCIA policies preferred. Cable price quotations f.o.b. U.S. port of shipment direct to Professor P. D. Zook, Transport Economist, Ministry of Transport, or c/o American Embassy, Lagos.

204 Grain mill products

FINLAND—Corn starch. Direct purchase and agency. Jana Oy (agents), Kluuvikatu 8, Helsinki 10, P.O. Box 10437. WTD 3/14/67.

207 Confectionery

AUSTRIA—Confectionery products including specialty items for diabetics. Direct purchase and agency. Hilde Fischer (importer, distributor, retailer, wholesaler), Kollergasse 17/5, A-1030 Vienna. WTD 10/28/66.

209 Food preparations

PORTUGAL—Soybean cakes, meal. Direct purchase and agency. Transagraire (Portugal) Lda. (importer, distributor, exporter), Rua do Comercio 8-5°, Lisbon 2. WTD in preparation.

222 Broad woven fabric mills, manmade fiber, silk

SOUTH AFRICA—Stretch knitted piece goods of manmade fiber, novelty fancy designs and surface interest, for manufacture of women's, men's swimwear, 200 yards maximum per shade. R. & W. H. Symington & Co. Corsetry (Pty) Ltd. (manufacturer), P.O. Box 795, Cape Town, Cape Province. WTD 3/28/67.

223 Broad woven fabric mills, wool

SWEDEN—Lightweight tweeds. Schlasbergs Konfektionsfabrik AB (manufacturer), Landskrona. WTD 11/28/66.

224 Narrow fabrics, other smallware mills

HONG KONG—Nylon lace or embroidered nylon for ladies' under garments. Hung Cheong (Hop Kee) Co. (importer, wholesaler, exporter), 7 Kwong Yuen St., East. Cable: 5499. WTD in preparation.

227 Floor covering mills, products

GERMANY—Wall to wall floor coverings, made of wool, manmade fibre, and wool and synthetic fibre mixtures. Direct purchase and agency. Max Schreier (manufacturer, exporter, wholesaler), 6909 Walldorf, Baden, Postfach 30. WTD 4/67.

229 Textile goods

FINLAND—Polyvinylchloride imitation leather for furniture covering. Direct purchase and agency. Remico Oy (import agent), Hoylaamontie 16, Helsinki 37. WTD 4/67.

NETHERLANDS—All kinds of artificial leather (PVC) for footwear, leather industries. Direct purchase and agency. P. Bolsius Import-Leder-Export N.V. (wholesaler, importer, agent, commission merchant), 1 Torenstraat, or P.O. Box 22, Drunen. WTD 7/18/66.

SWEDEN—Non-woven fabrics, heat-sealing, in reels of 2000-4000 yds., reel widths; 11 ins. to 45 ins., substance 14-20 grams per sq. m., core: 70 millimeters. Holmberg, Fassbender & Co. AB (importer, exporter), Arsenalsgatan 4, Stockholm. WTD 1/25/66.

230 Apparel

JAPAN—Paper clothing, all types. Direct purchase and agency. Tamba Trading Co., Ltd (importer, exporter), 32 Kitanaka-dori 3-chome, Naka-ku, Yokohama. WTD 4/67.

251 Household furniture

NIGERIA—All kinds of household furniture. Direct purchase and agency. R. Lababedi Group of Companies (importer), Lababedi House, 64-68 Docemo St., P.O. Box 712, Lagos. WTD 5/26/66.

252 Office furniture

NIGERIA—All kinds of office furniture. Direct purchase and agency. R. Lababedi Group of Companies (importer), Lababedi House, 64-68 Docemo St., P.O. Box 712, Lagos. WTD 5/26/66.

259 Furniture, fixtures

GERMANY—Venetian blinds made of light metal. Direct purchase and agency. Max Schreier (manufacturer, exporter, wholesaler), 6909 Walldorf, Baden, Postfach 30. WTD 4/67.

264 Converted paper, paperboard products

AUSTRIA—Small gift items for sale through stationery shops. Papier Gallent (importer, wholesaler, retailer, manufacturers' representative), Hofstattgasse 8, A-1180 Vienna. WTD 1/12/66.

281 Industrial chemicals

● **BURMA**—Methyl bromide, 26,292 lbs. Tender No. MEIC/11/T-31/66-67. Ammonium compounds, including ammonium bicarbonate, food grade, 59.78 M/T, 50 kg. drums and ammonium chloride 99/100% No. 1, fine white, 104.20 M/T, 75 kg. drum. Tender No. MEIC/11/T-33/66-67. Bid deadlines Aug. 5. Chemicals & Dyes Section, Import Div., Myanma Export Import Corp., 577 Merchant St., Rangoon. Copies of tenders available from the Chemicals & Allied Products Div., BDSA, U.S. Dept. of Commerce, Washington, D.C. 20230. (Telephone: 202-WO 7-5498).

FINLAND—Sodium aluminate (dry). Direct purchase and agency. Jana Oy (agents), Kluuvikatu 8, Helsinki 10, P.O. Box 10437. WTD 3/14/67.

Chemicals for paper, paint manufacturing industries. Direct purchase and agency. Toiminimi Vesta (agent), Dobelninkatu 4 B 40, Helsinki 26. WTD 4/67.

282 Synthetic materials

FINLAND—Virgin polyethylene. Direct purchase and agency. Jana Oy (agents), Kluuvikatu 8, Helsinki 10, P.O. Box 10437. WTD 3/14/67.

NETHERLANDS—Synthetic rubber, other materials for footwear, leather industries. Direct purchase and agency on commission basis. P. Bolsius Import-Leder-Export N.V. (importer, wholesaler, agent, commission merchant), 1 Torenstraat, or P.O. Box 22, Drunen. WTD 7/18/66.

PORTUGAL—All kinds of manmade fibers used for textiles. Direct purchase and agency. Luis Nave Catalao (importer, sales agent), Rua Bombeiros Voluntarios 46, Covilha. WTD in preparation.

TRINIDAD, W.I.—White glossy viscose yarn 500/50, on cones; white bright viscose yarn 500/50, on cones. Samples, price lists required. Direct purchase and agency. Ernest S. Vieira & Co., Ltd. (importers, general commission agents), Box 337, Port of Spain. WTD 10/18/66.

283 Drugs

ANGOLA—Varied line of products used in livestock raising such as medicines, laboratory preparations. Requests replies in French. A. Relvas, Lda. (manufacturer, retailer), Caixa Postal 2285, Luanda. WTD in preparation.

DOMINICAN REPUBLIC—Veterinary pharmaceutical preparations. Direct purchase and agency. Antuna & Houellemont, C. por A. (retailer, agent, importer), P.O. Box 937, Santo Domingo. WTD 4/67.

● **IRAQ**—The Office of the Director of Medical Services, Ministry of Defense, Baghdad, solicits bids on 20 different drug items, including Lissman staining solution, adenosine five phosphate, dry crystalline bovine albumin, fleurochrome, Casoni antigen, staphylococcus toxoid A and B, silver iodate, Fries antigen and toxoplasmine antigen. Tender No. MED. 4/967 with a bid deadline of June 10. Copies of the tender are available only on a limited time loan basis from the Chemicals & Allied Products Div., Business & Defense Services Adm., U.S. Dept. of Commerce, Washington, D.C. 20230.★ (Telephone: 202-WO 7-2239).

PORTUGAL—New pharmaceutical, medicinal products. Direct purchase and agency. Sabiol—Sociedade Agro-biologica, Lda. (importer, wholesaler, agent), Travessa do Almada (a Madalena) 12-1° Dto., Lisbon 2. WTD 1/67.

284 Soap, detergents, cleaning preparations, perfumes, cosmetics

AUSTRIA—Novelties in cosmetics, household chemicals. Direct purchase and exclusive agency. Paracelsus-Drogerie, Inhaber Dkfm. Erich Amerhauser (retailer, Platzl 3, POB 14, A-5024 Salzburg. WTD 4/67.

287 Agricultural chemicals

● **BURMA**—Insecticides/aerosols, 1,500 doz. 8 oz. tins, 1,500 doz. 10 oz. tins, 1,000 doz. 12 oz. tins; lindana dust 0.5%, 175 M/T, 50 kg. drum; pyrethrum powder (natural), 15 M/T, 33.3 kg. net/50 kg. net. Tender No. MEIC/11/T-34/66-67. Bid deadline Aug. 5. Chemicals & Dyes Section, Import Div., Myanma Export Import Corp., 577 Merchant St., Rangoon. Copies of tenders available from the Chemicals & Allied Products Div., BDSA, U.S. Dept. of Commerce, Washington, D.C. 20230. (Telephone: 202-WO 7-5498).

Late Leads—Information received too late to be of value to bidders is published because many readers will find it of value in follow-up campaigns to sell complementary products and subisidiary services. Sometimes a cable to an agent on the scene will result in tie-in sales.

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289 Chemical products

AUSTRIA—Waterproofing, other chemical compounds for use by building industry. Direct purchase and agency. Weka-Handelsgesellschaft m.b.H. (importer, manufacturers' representative), Getreidegasse 21, A-5020 Salzburg. WTD 10/17/66.

FINLAND—Marine distress rockets. Direct purchase and agency. Toiminimi Vesta (agent), Dobelninkatu 4 B 40, Helsinki 26. WTD 4/67.

Foundry chemicals. Direct purchase and agency. Remico Oy (import agent), Hoylaamontie 16, Helsinki 37. WTD 4/67.

301 Tires, tubes

GERMANY—Aircraft tires. Hans Bender Reifendienst (wholesaler, exporter, importer), 7107 Neckarsulm, Neuenstadter Strasse 60-62. WTD 4/67.

306 Fabricated rubber products

FINLAND—Automatically inflatable life rafts, life belts. Direct purchase and agency. Toiminimi Vesta (agent), Dobelninkatu 4 B 40, Helsinki 26. WTD 4/67.

● **IRAQ**—Hose and hose assemblies, various sizes and types. Tender No. TAWZEE 9/1967, bid deadline May 23. Ministry of Oil, Adm. of Distribution of Oil Products, P.O. Box 302, Baghdad.★ (Telephone: 202-WO 7-3381).

314 Footware, except rubber

AUSTRALIA—Ice skating, hockey boots. M. H. Franks Pty, Ltd. (importer, wholesaler, exporter, agent), 189 Parramatta Rd., Camperdown, N.S.W. WTD 5/13/66.

323 Glass products

AUSTRIA—Unique glass products for household use, including modern lighting fixtures. A. Weber & Cie. (manufacturer), Spiegelfabrik, Zieglergasse 51, Postfach 30, A-1071 Vienna. WTD 10/13/66.

329 Abrasive, asbestos, nonmetallic mineral products

FINLAND—Kaolin and sulphur. Direct purchase and agency. Jana Oy (agents), Kluuvikatu 8, Helsinki 10, P.O. Box 10437. WTD 3/14/67.

ITALY—Plastic clay, 25,000 metric tons annually; baked clay ("chamotte"), 18,000 metric tons annually; washed kaolin, 10,000 metric tons annually; ground quartz, 8,500 metric tons annually; ground feldspar, 8,500 metric tons annually; to be used in manufacture of vitreous china, fire clay plumbing (sanitary) fixtures. Ceramica Scala S.p.A. (manufacturer), Via Fontane 4, P.O. Box 210, Pordenone (Udine). WTD 4/67.

331 Steel mill products

ITALY—Electrolytic and coke tinplate. Pagani, Fratelli fu Anselmo (manufacturer), Via Belfiore 71, Lecco (Como). WTD 3/67.

335 Rolling, drawing, extruding of nonferrous metals

● **CEYLON**—Aluminum sheet, corrugated, total 98,000 pieces, ten sizes. Tender 299 available from Embassy of Ceylon, 2148 Wyoming Ave., N.W., Washington, D.C. 20008, bid deadline July 4, Govt. Stores Dept., Colombo.★ (Telephone: 202-WO 7-4579).

342 Cutlery, hand tools, general hardware

AUSTRIA—Cutlery, household and garden tools, kitchen and camping hardware. Direct purchase and agency. Hugo Hinze, "Zur goldenen Kugel" K.G. (importer, wholesaler, retailer, manufacturers' representative), Wiedner Hauptstrasse 42, A-1041 Vienna. WTD 9/1/66.

FINLAND—Automatic handcuffs and belts to which handcuffs can be locked. Toiminimi Vesta (agent), Dobelninkatu 4 B 40, Helsinki 26. WTD 4/67.

GERMANY—Hedge and grass shears; wire filament cutters; shovels, spades, garden rakes, also fan type rakes for grass. Requests price quotations c.i.f. Hamburg. Direct purchase and agency. Berg & Co. (importer, manufacturer, exporter, wholesaler, sales agent), 51

Forststrasse, 565 Solingen-Ohligs. WTD 4/11/67.

343 Heating apparatus, plumbing fixtures

COLOMBIA—Sanitary hardware. Direct purchase and agency. Alfonso Rodriguez Jimenez (importer, agent representative), Carrera 14 No. 89-28, Bogota. WTD 4/67.

344 Fabricated structural metal products

● **COLOMBIA**—The Govt. of Colombia is seeking bids for the erection of 70 power transmission towers, galvanized steel, for single and double circuit. Transmission tension 44, 13.2 KV.

Terms and specifications may be obtained from issuing authority upon payment of approximately $17.00 from Electrificadora de Antioquia S.A., Departmento Comercial, Edificio Banco Central Hipotecario 50. Piso, Medellin, Colombia. Bid deadline is June 20.

349 Fabricated metal products

HONG KONG—Plated brass and steel ball key chains, 2 mm. and 2.3 mm., 4-inch lengths with links, or 1,000 foot lengths. Hung Cheong (Hop Kee) Co. (importer, wholesaler, exporter), 7 Kwong Yuen St., East. Cable: 5499. WTD in preparation.

352 Farm machinery

DOMINICAN REPUBLIC—Farm machinery, equipment, including parts, attachments. Direct purchase and agency. Antuna & Houellemont, C. por A. (retailer, agent, importer), P.O. Box 937, Santa Domingo. WTD 4/67.

GERMANY—Hedge trimmers and shears, power; lawn mowers and parts including hand power; lawn sweepers. Requests price quotation c.i.f. Hamburg. Direct purchase and agency. Berg & Co. (importer, exporter, manufacturer, wholesaler, sales agent), 51 Forststrasse, 565 Solingen-Ohligs. WTD 4/11/67.

Lawn mowers; planting, seeding, and fertilizing machinery; cultivators and weeders for garden, lawns only (no large farm machinery). Direct purchase and agency. Agria-Werke GmbH (manufacturer, distributor, exporter), 7108 Moeckmuehl, Wuerttemberg. WTD 3/67.

353 Construction, mining, materials handling machinery, equipment

FINLAND—Hoists and other lifting equipment for industrial use. Direct purchase and agency. Oy Machine Tool Co. (agent, importer, distributor), Ilmala, Helsinki 101. WTD 4/67.

SWEDEN—Equipment for earth-moving, construction, house and roadbuilding and forest industries. Direct purchase and agency. P.C. af Buren AB (importer, sales agent, exporter), P.O. Box 9, Marsta. WTD 4/4/67.

354 Metalworking machinery

FINLAND—Numerically controlled machine tools. Direct purchase and agency. Oy Machine Tool Co. (agent, importer, distributor), Ilmala, Helsinki 101. WTD 4/67.

JAPAN—Automatic torque wrench for lathe chucks. Ikegai Iron Works. Ltd. (manufacturer), 1-21 Shiba 4-chome, Minato-ku, Tokyo (Attn: Mr. I. Inokuma, Office of the President). WTD in preparation.

SWITZERLAND—Small machine tools, accessories. Direct purchase and agency. Schweizerische Werkzeug Industrie-Gesellschaft, Gebruder Levaillant (manufacturer, exporter), Viadukstrasse 12, 4002 Basel. WTD 4/67.

355 Special industry machinery

FIJI—Distillery capable of operating 320 days per year with capacity of 150-200 gallons of rum and 15-20 gallons of white spirit daily. Secretary, Northern Hotels, Ltd. (retailer), Box 285, Suva. WTD 6/7/66.

FINLAND—Foundry machinery and equipment; plastics industry machinery and equipment. Direct purchase and agency. Remico Oy (import agent), Hoylaamotie 16, Helsinki 37. WTD 4/67.

FRANCE—Glass-processing and mirror-silvering machinery, automatic (electric current, 220 volts, a.c., 50 cycles, 3-phases), medium-duty modern machines designed to perform in a continuous manner all required mirror-silvering and finishing operations; with appropriate attachments or accessories. Descriptive literature, price lists requested. Miroiterie Marly Freres (manufacturer, wholesale, retail dealer), 213 Cours de l'Argonne; 33- Bordeaux, Gironde. WTD 4/20/67.

KOREA—Spare parts for operation of oil refineries, fertilizer plants. Direct purchase and agency. Samp Co., Ltd. (offer agent), I.P.O. Box 2213, Seoul. WTD in preparation.

356 General industrial machinery

FINLAND—Air filtering equipment for laboratory industrial use. Requests full details, terms, price lists. Direct purchase and agency. Hydrac Oy (importer, wholesaler), Liisankatu 27 A 7, Helsinki 17. WTD 11/15/65.

GERMANY—Commercial and industrial power sweepers. Requests price quotations c.i.f. German or Dutch ports. Direct purchase and agency. Request replies in German. Erbel & Co. K.G. (distributor, importer), 101 a Humboldtstrasse, 4 Duesseldorf. WTD 4/6/67.

● **IRAQ**—Centrifugal pumps, 2,400 g.p.h. with a 50' head. No bid deadline specified. Directorate of Contracts & Purchases, Ministry of Defense, Baghdad.★ (Telephone: 202-WO 7-5585).

357 Office, computing, accounting machines

NICARAGUA—Spools for typewriter ribbons. Aplicaciones Industriales S.A. (manufacturer), Apartado Postal 2887, Managua. WTD 2/67.

358 Service industry machines

AUSTRALIA—Refrigeration equipment for ice skating rinks. M. H. Franks Pty, Ltd. (importer, wholesaler, exporter, agent), 189 Parramatta Rd. Camperdown, N.S.W. WTD 5/13/66.

GERMANY—Grills, ventilators, commercial. Requests price quotations c.i.f. Hamburg. Direct purchase and agency. Berg & Co. (importer, manufacturer, exporter, wholesaler, sales agent), 51 Forststrasse, 565 Solingen-Ohligs. WTD 4/11/67.

SWEDEN—Air cooled air conditioning units for duct installation 380 V 3-phase 50 or 60 p/s. Direct purchase and agency. Gruntes Elektriska AB (importer, sales agent), Krokvagen 27, Huddinge. WTD 4/12/67.

363 Household appliances

AUSTRIA—Small electrical household equipment, novelties; 220 v.-50 cycles. J. L. Fuhrer's Erben (importer, wholesaler), KG, Graben 19, A-1010 Vienna. WTD 9/15/66.

GERMANY—Ventilators, electric grills for households. Requests price quotations c.i.f. Hamburg. Direct purchase and agency. Berg & Co. (importer, manufacturer, exporter, wholesaler, sales agent), 51 Forststrasse, 565 Solingen-Ohligs. WTD 4/11/67.

364 Electric lighting, wiring equipment

● **GREECE**—Supply of 8,000 street luminaries, each to carry one high-pressure mercury lamp; 8,000 high pressure mercury lamps; 7,000 mercury lamps, 80 watts; 1,000 mercury lamps, 125 watts. Trade Opportunity No. 198. Bid deadline not fixed. Municipality of Athens, Electrological Dept., Town Hall, Kotzia Square, Athens.★ (Telephone: 202-WO 7-5345).

● **SUDAN**—Supply of 140—400 Watt Mercury Fittings, 240/415 volts, 50 cycles three phase A.C. Contract No. 3714, bid deadline May 23. Sudan Govt. Purchasing Agent, 3-5 Cleveland Row, St. James's, London, S.W.L.★ (Telephone: 202-WO 7-5345).

365 Radio, television receiving sets

GERMANY—Electronic equipment for music bands, stereo units. Direct purchase and agency representation. Musikhaus F.C. Louis (wholesaler, retailer, importer, exporter), 66 Saarbruecken, Futterstr. 4. WTD 4/67.

NETHERLANDS—Juke boxes, similar music boxes. Hobea N. V. (importer, agent, exporter), 18 Osseweistraat, Rotterdam. WTD 4/67.

366 Communication equipment

AUSTRIA—Sophisticated equipment for automatic broadcasting of a day's entire radio program, newly developed equipment in TV filming and recording, of outstanding quality. Not interested in offers involving microphones, tape recorders, sound distribution consols, control panels and other customary studio equipment. Direct purchase and agency. Max Treichl (importer, wholesaler, retailer, manufacturers' representative), Anichstrasse 13, A-6020 Innsbruck. WTD 4/67.

COLOMBIA—Industrial transmitters, receivers, parts, accessories, components (AM/FM). Request replies with catalogs, price quotations c.i.f. Barranquilla. Radio Libertad Ltda. (commercial radio station), Apartado Aereo (Air Mail P.O. Box) 2693, Barranquilla. WTD 4/5/67.

GERMANY—Portable, mobile and fixed receiver-transmitters and shipboard radar equipment. Requests price quotations c.i.f. German or Dutch ports. Direct purchase and agency. TIG Technische Industrieprodukte GmbH. (wholesaler, distributor, importer), 66-70 Herderstrasse, 5 Koeln-Lindenthal. WTD 4/10/67.

● **GREECE**—Supply of 21 fire protective systems for installation in power stations. Systems must be designed by bidders to fit specific requirements. Tender No. T.P.A.—4133/C-2, bid deadline will be announced at a later date. Public Power Corp., Purchasing Dept., 30 Chalkokondyli St., Athens 102.★ (Telephone: 202-WO 7-4823).

● **KENYA**—Supply of rural open-wire carrier equipment. Tender documents will be furnished by the Crown Agents for Overseas Governments & Administrations, 4 Mill-

bank, London, S.W. 1, England, to qualified bidders. Reference should be made to DF 4251/2 of Apr. 12.

SWEDEN—Amateur radio and accessories, citizens band radio. Requests descriptive literature, c.i.f. price quotations. Direct purchase and agency. Eldafo, Ingeniorsfirma, K.G. Dahlberg (manufacturer, retailer, sales agent, wholesaler, importer), Kvarnhagsgatan 126, Vallingby. WTD 4/67.

367 Electronic components, accessories

COLOMBIA—Radio, television components, resistors, capacitors, relays, electron tubes, transformers, related products. Firm seeks technical assistance for assembly radio, television sets. Electronica Itec Ltda. (importer, wholesaler, retailer), Apartado Aereo (Air Mail P.O. Box) 2048, Cartagena. WTD 4/17/67.

Recording equipment, accessories suitable for commercial radio station. Request inquiries with illustrated literature with price quotations c.i.f. Barranquilla. Radio Libertad Ltda. (commercial radio station), Apartado Aereo (Air Mail P.O. Box) 2693, Barranquilla. WTD 4/5/67.

SWEDEN—Electric and electronic components for radio, television industry, particularly connection devices. Direct purchase and agency. AB Calux (manufacturer, agent, exporter, importer), Apelbergsgatan 58, Stockholm 3. WTD 2/67.

369 Electrical machinery, equipment, supplies

COLOMBIA—Spark plugs. Alfonso Rodriguez Jimenez (agent, representative, importer), Carrera 14 No. 89-28, Bogota. WTD 4/67.

371 Motor vehicles, motor vehicle equipment

COLOMBIA—Spare parts for automotive vehicles. Direct purchase and agency. Alfonso Rodriguez Jimenez (importer, agent representative), Carrera 14 No. 89-28, Bogota. WTD 4/67.

DOMINICAN REPUBLIC—Parts and accessories for passenger cars, trucks. Direct purchase and agency. Antuna & Houellemont, C. por A. (retailer, agent, importer). P.O. Box 937, Santo Domingo. WTD 4/67.

Trucks. Direct purchase and agency. Antuna & Houellemont, C. por A. (retailer, agent, importer), P.O. Box 937, Santo Domingo, WTD 4/67.

372 Aircraft, parts

NETHERLANDS—Complete main landing gears of Lockheed Super Constellation type L-1049, including tires. Quote c.i.f. Rotterdam price. Van Dyk Marine Supply Co. (importer, manufacturer, distributor, agent, exporter, retailer), 47 Linschotenstraat, Rotterdam-8. WTD 4/67.

374 Railroad equipment

● **INDIA**—Supply of one single wheel wagon pusher. Tender No. BEML/KCP/EQP/101-67/EB, bid deadline May 19. Purchase Mgr., Bharat Earth Movers Ltd., Hindustan Aircraft P.O., Bangalore-17. Specifications may be reviewed only in Rm. 4314, Transportation Equipment Div., BDSA-596, Dept. of Commerce, Washington, D.C. 20230.★ (Telephone: 202-WO 7-4816).

PERU—Supply of two new passenger train coaches for Huancayo-Hauancavelica railroad. Bid deadline July 15. Contact Division de Explotacion y Administracion, Direccion de Ferrocarriles, Ministerio de Fomento y Obras Publicas, Jr. Washington 1894, of. 205, Lima. Correspondence preferred in Spanish.

382 Instrument for measuring, controlling, indicating physical characteristics

AUSTRIA—Control equipment for refrigeration, ventilating, and air-conditioning; calorimeter; other industrial controls. Direct purchase and agency. Austrex, Waerme- und Regeltechnik (importer, wholesaler, manufacturers' representative), Lanzel & Co., Zeltgasse 3-5, A-1081 Vienna. WTD 4/67.

Technical measuring instruments other than manometers, thermometers. Direct purchase and agency. "Intermano" Handelsges.m.b.H. (importer, wholesaler, manufacturers' representative), Aegidigasse 20, A-1060 Vienna. WTD 4/67.

Late Leads—Information received too late to be of value to bidders is published because many readers will find it of value in follow-up campaigns to sell complementary products and subisidiary services. Sometimes a cable to an agent on the scene will result in tie-in sales.

● **INDIA**—Supply of one ultra sonic flow detector, portable type, for non destructive testing of materials. Tender No. BEML/KCP/EQP/110-67/EB, bid deadline May 25. Invited by Purchase Officer, Bharat Earth Movers Ltd., Hindustan Aircraft P.O., Bangalore-17. Tender documents available free from the India Supply Mission, 2536 Massachusetts Ave., N.W., Washington, D.C. 20008, I.S.M. Ref. No. D/ENQ/2250.

Supply of one scratch hardness tester for testing paints, with spares and accessories. Tender No. BEML/KCP/EQP/112-67/EB, bid deadline May 25. Invited by Purchase Mgr., Bharat Earth Movers Ltd., Hindustan Aircraft P.O., Bangalore-17. Tender documents available free from the India Supply Mission, 2536 Massachusetts Ave., N.W., Washington, D.C. 20008, I.S.M. Ref. No. D/ENQ/2252.

384 Surgical, medical, dental instruments

AUSTRIA—Instruments for surgery, laryngology. Request replies in German. Theodor Senn (importer, retailer), Maria-Theresien-Strasse 42, A-6020 Innsbruck. WTD 4/67.

All types of supplies and equipment for medical doctors, particularly specialists. Requests prospectuses and correspondence in German. Josef Poesinger (wholesaler), Mariahilferstrasse 62, A-1071 Vienna. WTD 4/67.

Respiratory equipment, equipment for oxygen therapy, incubators, electro-cardiographs and sphygmographs, ultra-violet lamps and laboratory equipment, mainly for pediatrics. Fritz Hellige & Co. (importer, wholesaler, manufacturers' agent), Ges.m.b.H. & Co., K.G., Geblergasse 84, A-1171 Vienna (Attn.: Ing. Alfred Mueller). WTD 1/67.

● **IRAN**—Supply of 40 units of breathing apparatus including masks, oxygen bottles, pressure gauges, etc. Tender No. A/4857, bid deadline June 5. Steel Corp. of Iran, Shah Reza Ave., Forsat Ave., Tehran.★ (Telephone: 202-WO 7-2939).

385 Ophthalmic goods

BURMA—Supply of 50,000 pairs of sun glasses. Tender No. MEIC/10/T-211/66-67, bid deadline May 24. Mgr., Medicines, Drugs & Equipment Section, Import Div., Myanma Export Import Corp. No. 577 Merchant St., Rangoon.★ (Telephone: 202-WO 7-2939).

386 Photographic equipment

AFGHANISTAN—New or second hand Cinemascope projectors, screens and lenses for 12 Government owned, operated motion picture theaters. Mr. Sultan Ahmadi, Dir. Gen. of Film Importation (government agency), The Kabul Cinema, Kabul.

393 Musical instruments, parts

GERMANY—All kinds of musical instruments. Direct purchase and agency. Musikhaus F.C. Louis (wholesaler, retailer, importer, exporter), 66 Saarbruecken, Futterstr. 4. WTD 4/67.

Wood wind and brass wind instruments; fretted and string instruments (non-electronic), except pianos; percussion instruments; electronic instruments. Direct purchase and agency. Barth Radio-Musikhaus (manufacturer, importer, exporter, wholesaler, retailer), 7 Stuttgart, Rotebuehlplatz 23. WTD 4/67.

● **IRAQ**—Supply of band instruments, parts and accessories. No bid deadline set. Embassy of the Republic of Iraq, Office of the Armed Forces Attache, 3510 Garfield St., N.W., Washington, D.C.

394 Toys, amusement, sporting, goods

AUSTRALIA—Ice skating, hockey equipment. M. H. Franks Pty, Ltd. (importer, wholesaler, exporter, agent), 189 Parramatta Rd., Camperdown, N.S.W. WTD 5/13/66.

FINLAND—Bowling alleys, automatic pinsetters, bowling alley accessory equipment. Direct purchase and agency. Oy Machine Tool Co. (agents, importers, distributors), Ilmala, Helsinki 101. WTD 4/67.

395 Pens, pencils, office, artists' materials

AUSTRIA—Novelties in technical drafting room, office supplies; lettering and marking systems, materials. Papier Gallent (importer, wholesaler, retailer, manufacturers' representative), Hofstattgasse 8, A-1180 Vienna. WTD 1/12/66.

396 Costume jewelry, novelties, buttons, notions

SWEDEN—Buckles for men's beach wear belting, particularly new type products. Stinson AB (manufacturer), Enock Thulins vag, Landskrona. WTD 11/21/66.

399 Manufacturing industries

AUSTRIA—Measuring tools such as measur-

ing tape, water levels, other leveling equipment. Direct purchase and agency. Otto Stoltz (importer, wholesaler, manufacturers' representative), Weihburggasse 26/II/5, POB 593, A-1011 Vienna. WTD 4/67.

NETHERLANDS—Coin-operated amusement machines, all kinds. Hobea N.V. (importer, agent, exporter), 18 Osseweistraat, Rotterdam. WTD 4/67.

525 Hardware stores

NIGERIA—Building materials, such as builders' hardware, paint and glass, roofing materials, houseware and household appliances, carpenters' tools, corrugated iron sheets. Direct purchase and agency. Nigeria Century Trading Co. (importer), 9 Abule-Nla Rd., Ebute-Metta, P.O. Box 3538, Lagos. WTD 2/67.

Sales Representation

The firms listed below are interested in representing U.S. firms in the areas indicated. Exclusive distributorship for these commodities is wanted only if specified.

201 Meat products

BURUNDI—Canned meats. Requests replies in French. Comptoir Commercial et Industriel, 32 Ave. P.E. Lumumba, B.P. 1200, Bujumbura. WTD in preparation.

203 Canning, preserving foods

BURUNDI—Canned vegetables. Requests replies in French. Comptoir Commercial et Industriel, 32 Ave. P.E. Lumumba, B.P. 1200, Bujumbura. WTD in preparation

206 Sugar

BURUNDI—Sugar. Requests replies in French. Comptoir Commercial et Industriel, 32 Ave. P.E. Lumumba, B.P. 1200, Bujumbura. WTD in preparation.

209 Food preparations

BURUNDI—Coffee, tea. Requests replies in French. Comptoir Commercial et Industriel, 32 Ave. P.E. Lumumba, B.P. 1200, Bujumbura. WTD in preparation.

220 Textile mill products

GERMANY—Textile fabrics: wool, silk, cotton, artificial fibres for women's, men's outerwear Requests price quotations c.i.f. German or Dutch ports. Requests replies in German. Walter Schulte (agent, importer), 5 Im Springen, 56 Wuppertal-Barmen. WTD 4/6/67.

221 Broad woven fabric mills, cotton

BURUNDI—Cotton print cloth fabrics, cotton duck, allied fabrics. Requests replies in French. Comptoir Commercial et Industriel, 32 Ave. P.E. Lumumba, B.P. 1200, Bujumbura. WTD in preparation.

222 Broadwoven fabric mills, manmade fiber, silk

AUSTRIA—Gray and finished woven piece goods for further industrial processing, particularly gray and white polyester-nylon-cotton blended fabrics, 60" wide. Requests replies in German. Emil Zimmermann, Agentur (importer, manufacturers' representative), Bruggerstrasse 625, A-6973 Hoechst. WTD 4/67.

BURUNDI—Synthetic manmade fiber fabrics. Requests replies in French. Comptoir Commercial et Industriel, 32 Ave. P.E. Lumumba, B.P. 1200, Bujumbura. WTD in preparation.

225 Knitting mills, products

SOUTH AFRICA—Power net for use in manufacture of corsets, brassieres, bathing costumes H. L. Hompes & Co. (Pty), Ltd. (manufacturers' representative), P.O. Box 3840, Johannesburg. WTD in preparation.

232 Men's, youths', boys' furnishings, work clothing

BURUNDI—Men's shirts, pants. Requests replies in French. Comptoir Commercial et Industriel, 32 Ave. P.E. Lumumba, B.P. 1200, Bujumbura. WTD in preparation.

233 Women's, misses', juniors' outerwear

BURUNDI—Women's dresses Requests replies in French. Comptoir Commercial et Industriel, 32 Ave. P.E. Lumumba, B.P. 1200, Bujumbura. WTD in preparation.

234 Women's, misses', children's, infants' undergarments

BURUNDI—Women's lingerie. Requests replies in French. Comptoir Commercial et Industriel, 32 Ave. P.E. Lumumba, B.P. 1200, Bujumbura. WTD in preparation.

281 Industrial chemicals

BURUNDI—Acids, caustics for soap production. Requests replies in French. Comptoir Commercial et Industriel, 32 Ave. P.E. Lumumba, B.P., 1200 Bujumbura. WTD in preparation.

IRAN—Industrial chemicals. M. D. Alishan (importer), 102 Sepahbod Zahedi Ave., Tehran. WTD 4/19/67.

SOUTH AFRICA—Exclusive agency for naphthalene, toluol xylol, creosote oil, cresylic acid. I. A. Sieradzki (exporter, agent), 45 Kruis St., Johannesburg. WTD 3/67.

283 Drugs

ARGENTINA—Pharmaceuticals. Requests replies in Spanish. Drogueria Fuchs, S.A.C.I. y F. (retailer), Moreno 1833, Buenos Aires. WTD 4/67.

BURUNDI—Quinine. Requests replies in French. Comptoir Commercial et Industriel, 32 Ave. P.E. Lumumba, B.P. 1200, Bujumbura. WTD in preparation.

284 Soaps, detergents, cleaning preparations, perfumes, cosmetics

ARGENTINA—Cosmetics. Requests replies in Spanish. Drogueria Fuchs, S.A.C.I. y F. (retailer), Moreno 1833, Buenos Aires. WTD 4/67.

285 Paints, varnishes, lacquers enamels

BURUNDI—Paint, putty. Requests replies in French. Comptoir Commercial et Industriel, 32 Ave. P.E. Lumumba, B.P. 1200, Bujumbura. WTD in preparation.

287 Agricultural chemicals

BURUNDI—Insecticides, fertilizers, pyrethrum. Requests replies in French. Comptoir Commercial et Industriel, 32 Ave. P.E. Lumumba, B.P. 1200, Bujumbura. WTD in preparation.

307 Plastic products

ARGENTINA—Plastic novelties. Requests replies in Spanish. Drogueria Fuchs, S.A.C.I. y F. (retailer), Moreno 1833, Buenos Aires. WTD 4/67.

311 Leather tanning, finishing

ITALY—Peccary, carpincho and chamois skins for manufacture of gloves, leather goods, wearing apparel. C. I. Portolano Pelli, S.n.c. (manufacturer, importer), Via Matteo Bandello 4/1, Milan. WTD 3/67.

314 Footwear, except rubber

BURUNDI—Men's shoes. Requests replies in French. Comptoir Commercial et Industriel, 32 Ave. P.E. Lumumba, B.P. 1200, Bujumbura. WTD in preparation.

343 Heating apparatus, plumbing fixtures

NETHERLANDS—Hot air guns with 100,000-150,000 kilocalory capacity for heating of very large spaces. R.H.I.W.A. N.V. (importer, wholesaler, manufacturer, agent, exporter), 65-67 Giessenweg, or P.O. Box 6059, Rotterdam-8. WTD 11/23/66.

344 Fabricated structural metal products

TAIWAN—Bailey type bridge. Alton Co. (Taiwan) Ltd. (importer, agent), 8 Hai Yen Hsin Tsun, Chung Hsiao Rd., Taipei. WTD in preparation.

349 Fabricated metal products

IRAN—Valves. M.D. Alishan (importer), 102 Sepahbod Zahedi Ave., Tehran. WTD 4/19/67.

353 Construction, mining, materials handling machinery, equipment

NETHERLANDS—New developments in the shiprigging industry, such as derricks, winches, except for sportboats, yachts. Exclusive distributorship for Benelux countries. Van Dyk Marine Supply Co. (importer, manufacturer, distributor, agent, exporter, retailer), 47 Linschotenstraat, Rotterdam-8. WTD 4/67.

354 Metalworking machinery

AUSTRIA—Micrometers. Otto Stoltz (importer, wholesaler, manufacturers' representative), Weihburggasse 26/II/5, POB 593, A-1011 Vienna. WTD 4/67.

355 Special industry machinery

GREECE—Woodworking equipment including portable planes, sanders. Requests CIF Piraeus price quotations. Nick H. Zantiotis (sales agent), 103 Hymettou St., Athens 506. WTD 11/30/66.

MEXICO—Equipment for consumer packaging to be used by large retail chains, for example line using shrink film process. Sylvain Polak B. (sales agent), Sierra Ventana No. 669, Mexico 10, D. F. WTD 4/67.

356 General industrial machinery

IRAN—Pumps, compressors, air and gas. M. D. Alishan (importers), 102 Sepahbod Zahedi Ave., Tehran. WTD 4/19/67.

NICARAGUA—Water pumps of all types, sizes. Maquinaria H. F. Cross S.A (distributor), Apartado Postal 1169, Managua. WTD 1/67.

357 Office, computing, accounting machines

NETHERLANDS—Computer peripheral equipment, input and output, and components such as line printers, punch tape apparatus, plotters, tabular displays, data transmission, optical character readers, magnetic tape equipment. Exclusive agency for Benelux countries. Detailed descriptive literature requested. Anru N.V. (importer, distributor, exporter, agent), 80 Wijnhaven, Rotterdam. WTD 1/67.

358 Service industry machines

AUSTRALIA—Automotive air conditioning units. Australian Mobile Air Co. (importer, wholesaler, retailer). G.P.O. Box 860, Sydney, N.S.W. WTD 4/67.

BURUNDI—Air conditioners, residential. Requests replies in French. Comptoir Commercial et Industriel, 32 Ave. P.E. Lumumba, B.P. 1200, Bujumbura. WTD in preparation.

FRANCE—Air conditioning equipment for all industrial purposes. Societe Nouvelle d'Albret (manufacturers), Boulevard du Midi; 47- Nerac, Lot-et-Garonne. WTD 4/18/67.

NETHERLANDS—Galley and pantry equipment, especially electric, oil and gas fired cooking ranges. Exclusive distributorship for Benelux countries. Van Dyk Marine Supply Co. (importer, manufacturer, distributor, agent, exporter, retailer), 47 Linschotenstraat, Rotterdam-8. WTD 4/67.

363 Household appliances

BURUNDI—Electric refrigerators, stoves. Requests replies in French. Comptoir Commercial et Industriel, 32 Ave. P.E. Lumumba, B.P. 1200, Bujumbura. WTD in preparation.

364 Electric lighting, wiring equipment

BURUNDI—Residential lighting fixtures. Requests replies in French. Comptoir Commercial et Industriel, 32 Ave. P.E. Lumumba, B.P. 1200, Bujumbura. WTD in preparation.

367 Electronic components, accessories

FRANCE—Electronic devices, components, accessories, including transformers, capacitors, measuring instruments, automotive antennas. Bolay, Paul (sales agent), 6 Rue du Mirail; 33- Bordeaux, Gironde. WTD 4/67.

371 Motor vehicles, motor vehicle equipment

FRANCE—Automobile parts, accessories, replacement equipment (for U.S. passenger automobiles); new gadgets for automobile industry, such as safety belts; defrosters; hubcaps. Bolay, Paul (sales agent), 6 Rue du Mirail; 33- Bordeaux, Gironde. WTD 4/67.

381 Engineering, laboratory, scientific, research instruments

AUSTRALIA—Scientific testing equipment for use in fields of metallurgy, nucleonics and medicine, both in university, other laboratories and industry. A. A. Guthrie Pty, Ltd. (importers, distributors), 16-18 Meeks Rd., Marrickville, N.S.W. WTD 4/67.

398 Manufacturing industries

BURUNDI—Paint brushes. Requests replies in French. Comptoir Commercial et Industriel, 32 Ave. P.E. Lumumba, B.P. 1200, Bujumbura. WTD in preparation.

FINLAND—Facial, body massage equipment for professional use. Requests terms, price lists, full details. Marttinen Oy (importer, distributor), Sarkiniementie 5 C, Helsinki 21. WTD 3/67.

505 Farm products—raw materials

BURUNDI—Wheat. Requests replies in French. Comptoir Commercial et Industriel, 32 Ave. P.E. Lumumba, B.P. 1200, Bujumbura. WTD in preparation.

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Peru issues tenders on canal improvement

The Comisión Ejecutiva del Proyecto Tinajones (CEPTI) invites tenders for the improvement and coating of the Taymi Canal in Lima. This is the first stage of the Tinajones irrigation project in the Dept. of Lambayeque financed by a loan from the Creditanstalt für Wiederaufbau. Funds budgeted for the projects total $7.8 million.

Bid deadline is set for 10 a.m. on June 10. Tender documents and specifications may be obtained from Comision Ejecutiva del Proyecto Tinajones (CEPTI), Larrabure Unánue 299, of 705, Lima, upon payment of $186.43. Correspondence is preferred in Spanish.

New Trade Lists

The Bureau of International Commerce has published the following Trade Lists of which mimeographed copies may be obtained by firms domiciled in the United States from BIC-916 Department of Commerce, Washington, D.C. 20230, and from Department of Commerce Field Offices. The price is $1 per list for each country. All are dated April.

Air Conditioning and Refrigeration Equipment—Importers, Dealers and Manufacturers—Finland.

Air Conditioning and Refrigeration Equipment—Importers, Dealers and Manufacturers—Hong Kong.

Air Conditioning and Refrigeration Equipment—Importers, Dealers and Manufacturers—Mexico, March 1967

Aircraft and Aeronautical Equipment—Importers and Dealers, Switzerland.

American Firms, Subsidiaries and Affiliates—Spain.

Business Firms—Laos.

Business Firms—Uganda.

Clothing—Manufacturers—Costa Rica.

Cooperage and Containers—Importers and Dealers—Austria.

Dental Supply Houses—Brazil.

Electronic Equipment for Home Entertainment, Phonograph Records, and Pre-Recorded Magnetic Tapes—Importers and Dealers—Malaysia, March 1967

Furniture—Importers and Dealers—The Netherlands.

Furniture—Importers and Dealers—Netherlands Antilles.

Glass and Glassware—Importers, Dealers and Manufacturers; Chinaware and Household Pottery Products—Importers and Dealers—Greece.

Glass and Glassware—Importers, Dealers and Manufacturers; Chinaware and Household Pottery Products—Importers and Dealers—Pakistan.

Glass and Glassware—Importers, Dealers and Manufacturers; Chinaware and Household Pottery Products—Importers and Dealers—Peru.

Iron and Steel, Nonferrous Metals and Building Materials—Importers and Dealers—Haiti.

Musical Instruments—Importers and Dealers—Federal Republic of Germany and West Berlin.

Photographic Supplies Dealers and Photographers—Belgium.

Photographic Supplies Dealers and Photographers—Lebanon.

Photographic Supplies Dealers and Photographers—Thailand.

Provisions—Importers and Dealers—Iran.

Pulp and Paper Mills—Republic of South Africa.

Seeds and Bulbs—Importers, Dealers and Exporters—Denmark.

Leads for Importers

Commodities are offered direct unless specified

012 Fruit, tree nut, vegetable farms

AFGHANISTAN—Dried, unsalted nuts, including pistachios, walnuts, almonds, pine nuts. Abdul Habib Samadzade (importer, exporter), Jad-e Maiwand 7, Kabul. WTD 5/66.

201 Meat products

AFGHANISTAN—Sausage casings consisting of coils of sheep, goat intestines. Abdul Habib Samadzade (importer, exporter), Jad-e Maiwand 7, Kabul. WTD 5/66.

203 Canning, preserving foods

AFGHANISTAN—Sun dried fruit, including raisins, apricots. Abdul Habib Samadzade (importer, exporter), Jad-e Maiwand 7, Kabul. WTD 5/66.

SWEDEN—Canned herring. AB Th. Winborg & Co. (manufacturer, importer), Nya Boulevarden 10, Kristianstad. WTD 4/14/67.

209 Food preparations

SWEDEN—Vinegar. AB Th. Winborg & Co. (manufacturer, importer), Nya Boulevarden 10, Kristianstad. WTD 4/14/67.

227 Floor covering mills, products

AFGHANISTAN—Afghan design, hand woven, wool carpets, floor runners; all sizes. Abdul Habib Samadzade (importer, exporter), Jad e Maiwand 7, Kabul. WTD 5/66.

232 Men's, youths', boys', furnishings, work clothing

SWEDEN—Handwoven wool ties. Samples, price lists available on request. Hagg Import & Export, E.F. (manufacturer, wholesaler, exporter), Box 632, Falun 4. WTD 4/67.

249 Wood products

FINLAND—Wooden, turned candlesticks made of birch or pine, available painted or unpainted in different sizes, models. Descriptive brochure showing prices, sizes, designs available on loan basis from Trade Opportunities Staff, BDSA-624, Rm. 4203, U.S. Dept. of Commerce, Washington, D.C. 20230. V. H. Tanner Oy (manufacturer), Hovioikeudenpuistikko 18, Vaasa. WTD 4/67.

281 Industrial chemicals

VENEZUELA—Coppersulfate, iron sulfate, sodium sulfate, packed in polyethylene sacks of 50 kilograms each in quantities of 20 metric tons per month of each of these products with possibility of increase if desired. Deltaquim, C.A. (manufacturer), Edificio Saman, Avenida Romulo Gallegos 50, Boleita, Caracas. or: Apartado 4091, Caracas. WTD 4/67.

289 Chemical products

FRANCE—Oenological products for wine industry and supplies for wineries: wine-clarifiers ("vynoclaryl", albumin, blood, charcoal); wine-stabilizers ("polytartryl", a metartaric acid solution); clearing-agents and wine-preservative sustances ("decoloryl", activated powdered charcoal); filtering-ingredients, other material for wine-growers suitable for prompt, effective treatment of wine. Descriptive leaflets furnished upon request. Laffort & Cie. (Societe J.) (wholesalers), c/o Mr. Guy Toulouse, 126 Quai de la Souys; 33- Bordeaux-Bastide, Gironde. WTD 4/19/67.

353 Construction, mining, materials handling machinery, equipment

FRANCE—Cable-suspended aerial "bicycles", "quadricycles", foot-powered, light-weight workers' autonomous overhead transportation vehicles, designed for routine overhauling services, maintenance operations, all required repair work to be effected on long distance conveyances of power 380 kw and over, such as aerial current carrying electric cables and wire power-distributors. Bicycles (monocable) and quadricycles (multicable) are runner and roller-guided, equipped with extension arms and adaptable clamps with safety belts, and platforms of aluminum tubular chassis for use by, respectively, one or two workers. Photographs, diagrams, descriptive brochure in French are available on loan basis from Trade Opportunities Staff, BDSA-624, Rm. 4203, U.S. Dept. of Commerce, Washington, D.C. 20230. Societe Nouvelle d'Albret (manufacturer), Boulevard du Midi; 47- Nerac, Lot-et-Garonne. WTD 4/18/67.

U.S. DEPARTMENT OF COMMERCE—FIELD OFFICES

ALBUQUERQUE, N. MEX., 87101, U.S. Courthouse. Area Code 505 Tel. 247-0311.

ANCHORAGE, ALASKA, 99501, 306 Isaacson-Sage Building. Area Code 907 Tel. 272-5331.

ATLANTA, GA., 30303, 4th Floor, Home Savings Building, 75 Forsyth St., N.W. Area Code 404 Tel. 526-6000.

BALTIMORE, MD., 21202, 305 U.S. Customshouse, Gay and Lombard Sts. Area Code 301 Tel. Plaza 2-8460.

BIRMINGHAM, ALA., 35205, Suite 200-201, 908 South 20th St. Area Code 205 Tel. 325-3327.

BOSTON, MASS., 02203, Room 510, John Fitzgerald Kennedy Federal Bldg. Area Code 617 Tel. CA 3-2312

BUFFALO, N.Y., 14203, 504 Federal Building, 117 Ellicott St. Area Code 716 Tel. 842-3208.

CHARLESTON, S. C., 29403, Federal Building—Suite 631, 334 Meeting St. Area Code 803 Tel. 747-4171.

CHARLESTON, W. VA., 25301, 3002 New Federal Office Building, 500 Quarrier St. Area Code 304 Tel. 343-6196.

CHEYENNE, WYO., 82001, 6022 Federal Building, 2120 Capitol Ave. Area Code 307 Tel. 634-5920.

CHICAGO, ILL., 60604, 1486 New Federal Building, 219 South Dearborn St. Area Code 312 Tel. 353-4400.

CINCINNATI, OHIO, 45202, 9028 Federal Office Building, 550 Main St. Area Code 513 Tel. 684-2944.

CLEVELAND, OHIO, 44101, 4th Floor, Federal Reserve Bank Building, East 6th St. and Superior Ave. Area Code 216 Tel. 241-7900.

DALLAS, TEX., 75202, Room 1200, 1114 Commerce St. Area Code 214 Tel. Riverside 9-3287.

DENVER, COLO., 80202, 16407 Federal Building, 20th and Stout Sts. Area Code 303 Tel. 297-3246.

DES MOINES, IOWA, 50309, 1216 Paramount Building, 509 Grand Ave. Area Code 515 Tel. 284-4222.

DETROIT, MICH., 48226, 445 Federal Building. Area Code 313 Tel. 226-6088.

GREENSBORO, N. C., 27402, 412 U.S. Post Office Building. Area Code 919 Tel. 275-9111.

HARTFORD, CONN., 06103, 18 Asylum St. Area Code 203 Tel. 244-3530.

HONOLULU, HAWAII, 96813, 202 International Savings Building, 1022 Bethel St. Tel. 588-977.

HOUSTON, TEX., 77002, 5102 Federal Building, 515 Rusk Ave. Area Code 713 Tel. 228-0611.

JACKSONVILLE, FLA., 32202, 512 Gronelear Building, 208 Laura St. Area Code 904 Tel. 354-7111.

KANSAS CITY, MO., 64106, Room 2011, 911 Walnut St. Area Code 816 Tel. FR 4-3141.

LOS ANGELES, CALIF., 90015, Room 450, Western Pacific Building, 1031 South Broadway. Area Code 213 Tel. 688-2833.

MEMPHIS, TENN., 38103, 345 Federal Office Building, 167 North Main St. Area Code 901 Tel. 534-3214.

MIAMI, FLA., 33130, 928 Federal Office Building, 51 S.W. First Ave. Area Code 305 Tel. 350-5267.

MILWAUKEE, WIS., 53203, Straus Building, 238 West Wisconsin Ave. Area Code 414 Tel. BR 2-8600.

MINNEAPOLIS, MINN., 55401, 306 Federal Building, 110 South Fourth St. Area Code 612 Tel. 334-2133.

NEW ORLEANS, LA., 70130, 909 Federal Office Building, South, 610 South St. Area Code 504 Tel. 527-6546.

NEW YORK, N. Y., 10001, 61st Floor, Empire State Building, 350 Fifth Ave. Area Code 212 Tel. Longacre 3-3377.

PHILADELPHIA, PA., 19107, Jefferson Building, 1015 Chestnut St. Area Code 215 Tel. 597-2850.

PHOENIX, ARIZ., 85025, 5413 New Federal Building, 230 North First Ave. Area Code 602 Tel. 261-3285.

PITTSBURGH, PA., 15222, 2201 Federal Building, 1000 Liberty Ave. Area Code 412 Tel. 644-2850.

PORTLAND, OREG., 97204, 217 Old U.S. Courthouse, 520 S.W. Morrison St. Area Code 503 Tel. 226-3361.

RENO, NEV., 89502, 2028 Federal Building, 300 Booth St. Area Code 702 Tel. 784-5203.

RICHMOND, VA., 23240, 2105 Federal Building, 400 North 8th St. Area Code 703 Tel. 649-3611.

ST. LOUIS, MO., 63103, 2511 Federal Building, 1520 Market St. Area Code 314 Tel. MA 2-4243.

SALT LAKE CITY, UTAH, 84111, 3235 Federal Building, 125 South State St. Area Code 801 Tel. 524-5116.

SAN FRANCISCO, CALIF., 94102, Federal Building, Box 36013, 450 Golden Gate Ave. Area Code 415 Tel. 556-3864.

SANTURCE, P. R., 00907, Room 638, 608 Condado Ave. Phone: 722-4640.

SAVANNAH, GA., 31402, 235 U.S. Courthouse and Post Office Building, 125-29 Bull St. Area Code 912 Tel. 232-4321.

SEATTLE, WASH., 98104, 809 Federal Office Building, 909 First Ave. Area Code 206 Tel. 583-5615.

354 Metalworking machinery

FRANCE—Milling cutters to drawing, steel and tungsten carbide; small, medium, and large runs, for use by aircraft industry, all branches of mechanical and engineering industries. Descriptive leaflets furnished upon request. Rito (S.A.) (manufacturer, exporter), 33-Le Haillan, Gironde. WTD 4/67.

SWEDEN—Bench shears, guillotine shears, folding and bending machines, mechanical press brakes, swaging and beading machines and bending rolls of various sizes. Goteneds Mekaniska Verkstad, AB (manufacturer, exporter), P.O. Box 28, Gotene. WTD 3/67.

382 Instruments for measuring, controlling, indicating physical characteristics

FRANCE—Metallic dosing-syphons (designed for accurate dosage of sulphur dioxide by wine industry); dosimeters ("cupro-doseurs," and "ferro-doseurs") for dosage of cupric and ferric ingredients in wine, and related precision instruments for wineries. Descriptive leaflets, in French, English furnished upon request. Laffort & Cie. (Societe J.,) (wholesalers, manufacturers), c/o Mr. Guy Toulouse, 126 Quai de La Souys; 33- Bordeaux-Bastide, Gironde. WTD 4/19/67.

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If your printer quoted you a price on 21.5 by 27.9 centimeter letterheads you would think he was in the wrong country.

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399 Manufacturing industries

IRAN—Handicrafts; handloom products, ceramics and pottery, tiles, embroideries and knittings, miniatures, jeweleries, tribal ornaments, sheep skin products. Center for Small Scale Industries & Handicrafts (government agency), 381 Takhte-Jamshid Avenue, Tehran.

505 Farm products—raw materials

NIGERIA—Sheanuts, dried kolanuts. Nigeria Century Trading Co. (exporter), 9 Abule-Nla Rd., Ebute-Metta, P.O. Box 3538, Lagos. WTD 2/67.

509 Wholesalers

COLOMBIA—Fine woven colored and white Iraca straw hats, other straw gift articles of original Colombian design. Steve Frolich,

(manufacturer's agent), Carrera 3 No. 10-35, Office 203, Apartado Aereo #1435, Cali. WTD 4/67.

Visiting Buyers and Officials

Scheduled arrival dates and U.S. addresses indicated

AUSTRALIA—H. de B. Anderson, Andres Pty. Ltd., 131 Poath Rd., Hughesdale, Vic., **interested in manufacturing licenses for further development and diversification of their present manufacturing interests in gelatin encapsulation.** May 15 via Boston for four weeks. c/o Australian Trade Commissioner, 636 5th Ave., New York, N. Y. 10020. Itinerary: Worcester, Mass., New York, Chicago, Detroit, San Francisco, others to be arranged. WTD under revision.

AUSTRALIA—F. L. Baldock, F. L. Baldock & Co., 170 Burwood Rd., Burwood, N.S.W., **interested in negotiating agency arrangements for upholstery supplies and proposals relating to other lines.** May 19 via San Francisco for 12 days. c/o Commerce Field Offices in San Francisco, Chicago, New York. Itinerary: San Francisco, Chicago, Grand Rapids, New York. WTD 3/67.

COLOMBIA—Alfredo Rizo and Hugo Cuevas, Pesqueros Unidos de Colombia, Ltd., Carrera 5 No. 21-30, Cali, Valle, **interested in purchase of shrimp boats and equipment and in visiting experimental plants for fish processing.** Apr. 25 via New York for three weeks. c/o Darik Enterprises, 21 Fulton St., New York, N. Y. 10038. Itinerary: New York, Savannah, Ga., Jacksonville. WTD 4/6/66.

GERMANY—Dr. Ing. Rudi Kratel, representing his own firm, 33 Fritz-von-Graevenitz Str., 7016 Gerlingen, **interested in visiting U. S. manufacturers of plastic products to discuss licensing agreements** for plastic foils, foam, injection molded plastics, plastic upholstery for motor vehicles. First part of May for four weeks. c/o Royco Instruments Inc., 141 Jefferson Drive, Menlo Park, Calif. Itinerary: New York, Detroit, Washington, D.C., San Francisco, Los Angeles. WTD under revision.

INDIA—Abhik Humar Ghosh, Man. Dir., Metflow Corp. Private Ltd., 158-A Picnic Garden Rd., Calcutta 39, **interested in importing special steels, high chrome steel, nickel steel, in exporting cast iron pipes, raw silk, other textile goods,** and requesting technical information on hand tillers, small tractors. May 2 via Boston for two weeks. c/o BOAC-Executive Office, 530 5th Ave., New York, N. Y. 10036. Itinerary: Boston, New York, New Jersey, Washington, D. C., Los Angeles, San Francisco. WTD 10/19/65.

INDIA—Hiralal Bhagwati, representing Hiralal Chandulal Chokshi, 33 Maskati Market, Ahmedabad 2, Gujarat, **interested in exporting cotton textiles to United States** and requesting technical information. May 7 via San Francisco for 40 days. c/o 270 College Ave., Palo Alto, Calif. 94306. Itinerary: San Francisco, Los Angeles, New York, Washington. WTD in preparation.

IRAN—Hooshang Dehesh, Sadaf Trading Co., Seraye Sedghi Nejad, Saadi Ave., Tehran, **interested in establishing a joint venture with U. S. firm to manufacture basic electronic components** and requesting technical information. Mid-May via Washington, D.C. for four to ten weeks. c/o 5425 Goldsboro Rd., Bethesda, Maryland, phone OL 4-3432. Itinerary to be arranged after arrival. WTD in preparation.

ISRAEL—Mayer S. Cohen, Director, Chemicals & Technical Supplies Ltd., P.O. Box 10, Tel Aviv, **interested in obtaining exclusive representations of U. S. manufacturers of pharmaceuticals, photographic equipment, laboratory and hospital equipment, scientific and research instruments, agricultural chemicals including plant protection products,** and requesting technical information. May 15 via New York for two months. c/o Ernest Wolf, Mallincroft Chemical Works, Grand Central Station, New York, N.Y. 10017. Itinerary: New York, St. Louis, Chicago, Baton Rouge, Pittsburgh, others to be arranged. WTD 4/22/66.

ISRAEL—Asher Rosenbaum, Deputy Gen. Mgr. and Merchandising Mgr., Shalom Stores Ltd., Shalom Tower, 9 Achad Haam St., Tel Aviv, **interested in direct purchases for "America Week" at Shalom Stores of food, men's, women's and children's wear, sporting goods, gift items and novelties, household linens, housewares, do-it-yourself kits, electrical appliances, stationery and cosmetics.** May 4 via New York for one month. c/o Marcent International Intercontinental, Pan-Am Bldg., 200 Park Ave., New York, N.Y. 10017. Itinerary: New York, Philadelphia, Washington, Los Angeles, others to be arranged. WTD in preparation.

Late Leads—Information received too late to be of value to bidders is published because many readers will find it of value in follow-up campaigns to sell complementary products and subisidiary services. Sometimes a cable to an agent on the scene will result in tie-in sales.

ITALY—Dante Bini, Architect, Binishells S.p.A., 20 Viale Masini, Bologna, **interested in demonstrating new patented building technique for rapid, inexpensive construction of dome shaped reinforced concrete buildings.** Apr. 23 via New York for 30-45 days. c/o Binishells, 38 E. 64th St., New York, N.Y. 10021. Itinerary: New York, Washington, Pittsburgh. WTD in preparation.

JAPAN—Tsuneyoshi Shiraishi, President, Shiraishi Kogyo Kaisha, Ltd., 78 Motohama-cho, Amagasaki, Hyogo Prefecture, **interested in chemicals for rubber, plastic and paper industries, statistical figures on production, consumption and exports of Bentoy-type gellants and Oncor-type pigments.** May 19 via New York for one month. Itinerary: New York c/o Mayflower Hotel, 15 Central Park West; Savannah, Ga. c/o Statler Hilton hotel; Cleveland c/o Statler Hilton Hotel, 1127 Euclid Ave.; Chicago c/o Statler Hilton hotel; San Francisco c/o San Francisco Hilton Hotel, 333 O'Farrell. WTD in preparation.

LEBANON—Massad Ejbeh, representing Pharmatal, Bechara Khoury St., Khayat Bldg., Beirut, **interested in pharmaceuticals, cosmetics, canned foods.** End of Apr. via New York for five weeks. c/o Dr. Antonio Khoury, 6320 Smith Rd., Cleveland 42, Ohio. Itinerary: New York, Cleveland, Detroit, others to be arranged. WTD in preparation.

NETHERLANDS—F. H. van Dam, Mgr., N. V. Handelsvereniging v/h J. & Wegman, 3 Staalkade, Amsterdam, **interested in industrial chemicals and auxilaries for paint, plastic, paper, leather, textile industries.** Apr. 15 via New York for five weeks. c/o Dept. of Commerce Field Offices in Philadelphia and Los Angeles. Itinerary: Philadelphia, Reading, Pa., Washington, D.C., Memphis, Los Angeles, Burlingame, Calif., Denver, New York. WTD under revision.

NETHERLANDS—A. Vonk, Mgr. Dir., Vonk, N.V., 16 De Holwert, Coevorden, **interested in visiting U. S. manufacturers of electrical installations and equipment for the petroleum and petrochemical industry to discuss possible import into the Netherlands.** May 2 via New York for three weeks. c/o Abbey Victoria Hotel, 7th Ave. & 51st St., New York, N.Y. 10019 or Hotel America, 500 Jefferson, Houston, Texas 77002. Itinerary: New York, Houston, Los Angeles. WTD in preparation.

NORWAY—Robert Meinich, owner and Man. Dir., Norsk Eswa A/S, Welhavensgate 1, Oslo, **interested in offering a licensing agreement to a U. S. manufacturer for production in the U. S. of radiant heating elements for ceilings and surfaces.** May 18 via Buffalo for two weeks. c/o Export Council of Norway, 290 Madison Ave., New York, N.Y. 10017. Itinerary: New York, Washington, D.C., others to be arranged. WTD 3/67.

SOUTH AFRICA—Dennis Basson, Mgr. Dir., Dennis Basson (Pty) Ltd., 74 St. George's St., Cape Town, **interested in direct purchase of men's fashion outerwear and custom jewelry and in contacting chief executives of leading men's fashion stores.** May 17 via New York for three weeks. c/o John K. Guttstadt, Inc., 9 Rockefeller Plaza, New York, N.Y. 10020. Itinerary: New York. WTD in preparation.

TAIWAN—Yun-sui Tu, Ever-Safe Enterprise Corp., P.O. Box 1320, Taipei, **interested in importing and distributing machinery, tools, steel products, fire fighting equipment, safety equipment on a commission or indent basis, new product lines, and the possibility of joint ventures.** May 15 via San Francisco for two months, c/o Oriental E. & I. Co., Inc., 16 W. 29th St., New York, N.Y. 10001, phone MU 5-3630, 3619. Itinerary: San Francisco, Houston, New York, Washington, D.C., Marinette, Wis., Chicago, Pittsburgh, Galion and New Bremen, Ohio, Cedar Rapids. WTD 8/2/66.

TUNISIA—Victor Berrebi, President and Mgr. Dir., Societe Generale Industrielle, P.O. Box 282, Tunis, **interested in purchasing new or rebuilt equipment. Two triple action hydraulic presses, one welding unit, hydraulic shears, a semi-automatic pipe forming and welding installation, a hydraulic punch and duplicator, and in visiting plants manufacturing reservoirs for propane gas and fuel oil, gas bottles, pipes with strainers for water drilling, stamping equipment, spares for trucks and automobiles,** and requesting technical information. May 4 via New York for 25 days. c/o C. Robert Pigott, 7217 34th Ave., Jackson Heights, New York, phone TW 8-3217. Itinerary: New York, Buffalo and Jamestown, N.Y., Canton, O., Chicago, Cleveland, Hammond, Ind., Detroit, Torrance, Calif., Los Angeles, New Orleans, Washington, D.C., Cincinnati. WTD 2/67.

New Books and Reports

ECLA reports on economics of scale at integrated Latin American steel plants

The Economic Commission for Latin America (ECLA), as part of its continuing analysis of the Latin American steel industry, has recently published a report entitled *Economics of Scale at Small Integrated Steelworks.*

For this study five plant sizes (25, 50, 100, 200 and 300,000-tons liquid steel production capacity per year) were selected. In order to highlight the effects of varying size on steel plant economies, the influence of factors not related to plant sizes were minimized as far as possible by keeping them constant. This study indicates that even though modern technology has greatly extended the lower size limit for viable steelworks, small integrated plants below 100,000 tons capacity are likely to be uncompetitive.

At such small capacities, there is a case for semi-integration, such as an iron and steelmaking plant located in an area which has a strong raw materials base, and supplying semi-manufactures to two or three rolling mill plants located in areas closer to markets.

A copy of this report is available on a ten-day loan basis from the American Republics Division, Bureau of International Commerce, Washington, D.C. 20230.

***Overseas Business Reports.* U.S. Department of Commerce. Washington, 1967. $13 per year ($5 additional for overseas mailing), 15 cents per copy.**

Foreign Trade Regulations of the Bahamas. OBR 67-8. This report covers trade policy, import tariff system, special customs provisions, internal taxes, shipping documents, marking and labeling requirements, non-tariff import controls, export controls, U.S. controls, and government representation.

Basic Data on the Economy of Costa Rica. OBR 67-12. Information is included on industrial sectors, labor force, finance, foreign trade, government role in the economy, and outlook of the economy.

U.S. Foreign Trade 1965 and 1966 (preliminary). OBR 67-13. This report contains tables of annual, quarterly and monthly value of exports, imports and merchandise balance; domestic exports and general imports by principal commodities; U.S. trade with Sino-Soviet bloc countries; and others.

Write: any Department of Commerce field office or Superintendent of Documents, U.S. Government Printing Office, Washington, D.C. 20402.

***French Specialized Exhibitions* 1967-68. Published by Air France. Paris. 70pp. Free.**

The Association Francaise des Salons Specialises has prepared this booklet listing commercial exhibitions in Paris and in the industrial centers of the provinces.

Such information is included as: where and when the exhibitions will be held, what equipment or products will be displayed, when the sponsoring organization was founded, how often similar exhibitions are held, and where to write for further information.

Write: Air France, P.O. Box 707, New York, N.Y. 10011.

New Customs Journals

The following new international customs journals are available at the standard price of $3 for hard cover, 65¢ for microfiche:

Grenada ..... PB 174 353
Japan ..... PB 174 389

Write: Clearinghouse for Federal Scientific & Technical Information, U.S. Department of Commerce, Springfield, Va. 22151. (Attn: Code 410.11).

***Rapid Development in Small Economies—The Example of El Salvador.* By David R. Raynolds. Published by Frederick A. Praeger, Inc. New York. 1967. 139pp. $12.50.**

The growth record of El Salvador has been impressive, and this comprehensive study shows why this small republic contains the elements that make for success in economic development. The author compares it with other protean economies —a term he uses to describe the economies of small countries in which rapid development enables them to change their shapes in relatively unpredictable ways.

The book outlines El Salvador's physical profile—its population, climate and geography—and analyzes Salvadoran agriculture, animal production, industry, transportation, communications, electric power, finance, trade and commerce. The risks and costs of economic development are presented along with some general observations on protean economies and projections for El Salvador for the next 20 years.

Write: Frederick A. Praeger, Inc., Publishers, 111 Fourth Ave., New York, N.Y. 10003.

***Europa Year Book 1967.* Published by Europa Publications Ltd. London. 2 volumes. 2,500pp. $25 per volume, $44 for both volumes.**

The *Europa Year Book* is a world survey and directory of information about every country in the world, as well as the United Nations and more than 1,600 international organizations.

Information included for each country is as follows: introductory survey, statistical survey, constitution, government, political parties, legal system, religion, press, publishers, radio and television, finance, trade and industry, transport and tourism, atomic energy, and universities.

Write: Europa Publications Ltd., 18 Bedford Square, London WC1, England.

***Expanding Ecuador's Exports. A Commodity-by-Commodity Study with Projections to 1973.* By Ralph J. Watkins. Published by Frederick A. Praeger, Inc., Publishers, New York. 1967. 300pp. $15.**

Although Ecuador depends on bananas, cacao and coffee for most of its export income, it has vast potential for expanding and diversifying its export market. With projections through 1973, this study surveys Ecuador's present commodity exports, analyzing problems of taxes, financing, inspection, quality control, foreign assistance and personnel.

It presents in detail proposals for increasing the range of exports and for expanding processing industries, along with an analysis of the needs and problems facing Ecuador's chief markets throughout the world.

Dr. Watkins is vice president of the Surveys & Research Corp., Washington, D.C.

Write: Frederick A. Praeger, Inc., Publishers, 111 Fourth Ave., New York, N.Y. 10003.

☆ U. S. GOVERNMENT PRINTING OFFICE: 1967—251-962/41

Calendar *for international traders*

BUFFALO—May 21—World Trade Dinner, D'Youville College. Guest: **Alexander B. Trowbridge, Acting Sec., U.S. Dept. of Commerce.** Sponsor: D'Youville College.

BUFFALO—May 25—World Trade Week Dinner. Sponsors: World Trade Association; Chamber of Commerce; Commerce Field Office.

CARUTHERSVILLE, Mo.—May 23—Southeast Missouri World Trade Conference, First State Bank Bldg. Sponsors: University of Missouri; REEC; Commerce Field Office.

COLUMBIA, Mo.—May 24—Central Missouri World Trade Conference. Sponsors: Lions Club; Chamber of Commerce; REEC; Commerce Field Office.

DALLAS—May 22—In-Office Workshop, 9 a.m. Sponsors: REEC; Commerce Field Office.

DETROIT—May 17—World Trade Club Dinner, "Annual World-Trader of the Year," Park Shelton Hotel. Sponsor: World Trade Club.

DETROIT—May 23—Export Marketing Workshop, 9:15 a.m. Rm. 456, Federal Bldg. Sponsors: REEC; Commerce Field Office.

DULUTH—May 24—Superior Export Club meeting, 12 p.m., Chamber of Commerce. Speaker: John Robey, British Consul General. Sponsor: Chamber of Commerce.

ERIE, Pa.—May 23—World Trade Week Luncheon, Yacht Club. Speaker: **Dir. William C. Henschel, Commercial Intelligence Div., U.S. Dept. of Commerce.** Sponsors: Chamber of Commerce; Port Commission.

HONOLULU—May 17—Export Expansion Workshop, 10 a.m. 1022 Bethel St. Sponsors: REEC; Commerce Field Office.

HOUSTON—May 23—Export Seminar on Ocean & Air Transportation, 3 p.m., World Trade Bldg. Sponsors: Port of Houston; Commerce Field Office.

JAMESTOWN, N.Y.—May 24—International Trade Workshop, Chamber of Commerce. Sponsors: New York Chamber of Commerce; Western New York Regional Export Expansion Council; Commerce Field Office.

KANSAS CITY—May 23—Annual World Trade Week Dinner. Sponsors: Women's Chamber of Commerce; Commerce Field Office.

LOUISVILLE—May 24—2nd Annual Ohio Valley International Trade Conference, Brown Hotel. Sponsors: Kentuckiana World Commerce Council; Chamber of Commerce; Commerce Field Office.

MEMPHIS—May 16—World Trade Club, Sheraton Motor Inn. Sponsor: Commerce Field Office.

MEMPHIS—May 17—Mid-South Exporter's Roundtable, "Top of 100" Club. Sponsor: Commerce Field Office.

NEW YORK—May 18—"Profits in Exports in Africa" meeting, Hauppague Country Club. Sponsors: Dept. of Commerce and Industry; REEC; Commerce Field Office.

NEW YORK—May 18—Documentation course. Sponsors: Long Island University; REEC; Commerce Field Office.

NEW YORK—May 22—Foreign Trade Seminar & Workshop, Hotel Commodore. Sponsor: Committee of American Steamship Lines.

NEW YORK—May 23—"International Marketing-Management" advance course. Sponsors: Long Island University; REEC; Commerce Field Office.

NEW YORK—May 23—"Profits in Export" meeting. Sponsors: Paint & Varnish Association, Inc.; Commerce Field Office.

ODESSA, Texas—May 18—World Trade Seminar. Sponsors: Chamber of Commerce; Commerce Field Office.

OKLAHOMA CITY—May 24—Business Expansion Through World Trade Meeting, 9 a.m., Skirvin Hotel. Sponsors: Chamber of Commerce; Industrial Development & Park Dept.; REEC; Commerce Field Office.

PHILADELPHIA—May 18—Export Shipping & Documentation Course, 7:30 p.m., Temple University. Sponsor: Commerce Field Office.

ROCHESTER, N.Y.—May 22—World Trade Dinner. Sponsors: Chamber of Commerce; Western New York Regional Export Expansion Council, University of Rochester; Commerce Field Office.

ST. LOUIS—May 16—"Show You" Export Workshop, Federal Bldg. Sponsors: REEC; Commerce Field Office.

SAN FRANCISCO—May 17—Export Finance & Insurance Seminar, 9:30 a.m., Rm. 13216B, New Federal Bldg. Sponsor: Commerce Field Office.

TULSA—May 17—Export Workshop, 9 a.m. Sponsors: Chamber of Commerce; Commerce Field Office.

TUSCALOOSA, Ala—May 17-18—Alabama International Business Forum, "Management Plans for Export Expansion," University of Alabama. Speakers: **Alexander B. Trowbridge, Acting Sec., U.S. Dept. of Commerce; E. E. Schnellbacher, Asst. Dir., Bureau of International Commerce; Charles F. Boehm, Director, Office of Field Srevice; W. H. Lukens, Philadelphia REEC;** and August Maffry, Vice-President, Irving Trust. Sponsors: University of Alabama; REEC; Commerce Field Office.

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